



**ONE COMPANY.**  
**MANY MARKETS SERVED.**



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Financial



Industrial



Commercial Office Real Estate



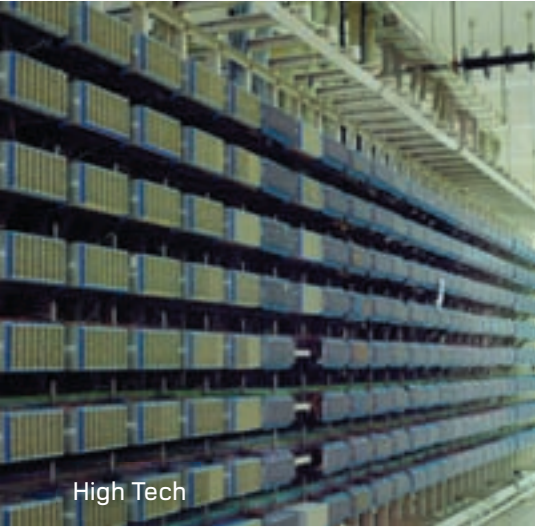
Pharmaceutical



Retail



Education



High Tech



Stadiums and Arenas



Government



Airport Services



Bakery/Food Processing



Health Care

# FIVE-YEAR SELECTED FINANCIAL DATA

## Factors That May Affect Future Results

This Annual Report 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 risks and uncertainties include, but are not limited to: (1) risks relating to our acquisition of The Linc Group LLC ("Linc") and our acquisition strategy may adversely impact our results of operations; (2) intense competition can constrain our ability to gain business, as well as our profitability; (3) we are subject to volatility associated with high deductibles for certain insurable risks; (4) an increase in costs that we cannot pass on to clients could affect our profitability; (5) we provide our services pursuant to agreements which are cancelable by either party upon 30 to 90 days' notice; (6) our success depends on our ability to preserve our long-term relationships with clients; (7) we incur significant accounting and other control costs that reduce profitability; (8) a decline in commercial office building occupancy and rental rates could affect our revenues and profitability; (9) 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;

(10) the financial difficulties or bankruptcy of one or more of our major clients could adversely affect results; (11) we are subject to risks relating to foreign currency fluctuations and foreign exchange exposure; (12) our ability to operate and pay our debt obligations depends upon our access to cash; (13) because ABM conducts business operations through operating subsidiaries, we depend on those entities to generate the funds necessary to meet financial obligations; (14) 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; (15) certain 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; (16) uncertainty in the credit markets and the financial services industry may impact our ability to collect receivables on a timely basis and may negatively impact our cash flow; (17) any future increase in the level of debt or in interest rates can affect our results of operations; (18) an impairment charge could have a material adverse effect

on our financial condition and results of operations; (19) we are defendants in several class and representative actions or other lawsuits alleging various claims that could cause us to incur substantial liabilities; (20) 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 and adversely affect our labor force, operations and financial results and our reputation; (21) labor disputes could lead to loss of revenues or expense variations; (22) federal health care reform legislation may adversely affect our business and results of operations; (23) we participate in multi-employer defined benefit plans which could result in substantial liabilities being incurred; and (24) 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 we file from time to time with the Securities and Exchange Commission. We undertake no obligation to publicly update forward-looking statements, whether as a result of new information, future events or otherwise.

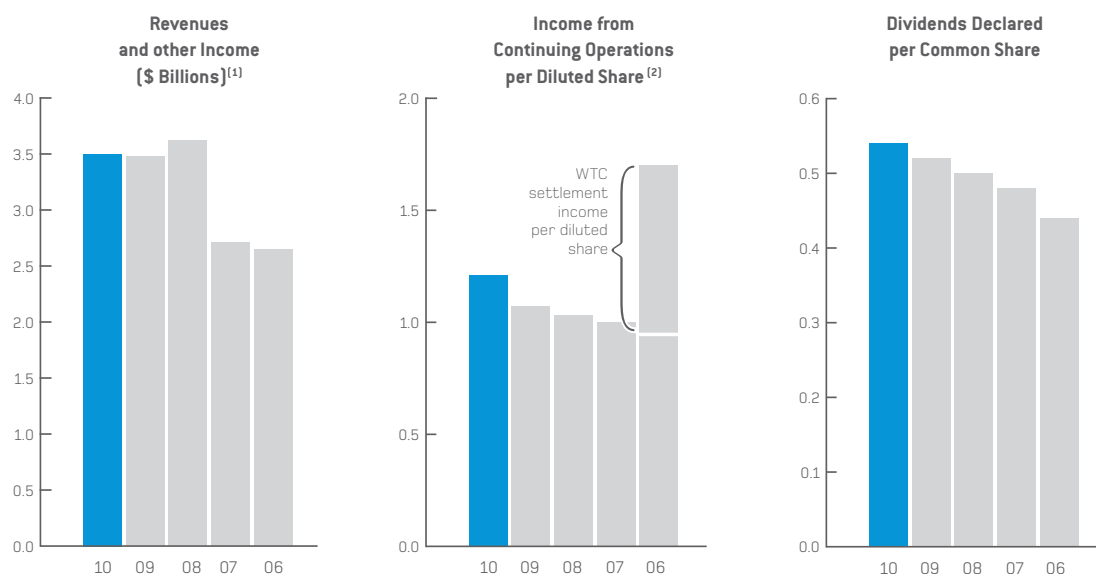


| Years ended October 31,<br>(in thousands, except per share data) | 2010         | 2009         | 2008         | 2007         | 2006         |
|--|--------------|--------------|--------------|--------------|--------------|
| Revenues and other income  | \$ 3,495,747 | \$ 3,481,823 | \$ 3,623,590 | \$ 2,706,105 | \$ 2,645,351 |
| Adjusted EBITDA <sup>(1)</sup>                                   | 155,892      | 145,482      | 133,456      | 91,514       | 82,315       |
| Income from continuing operations                                | 63,870       | 55,490       | 52,731       | 50,647       | 84,324       |
| Net income   | \$ 64,121    | \$ 54,293    | \$ 45,434    | \$ 52,440    | \$ 93,205    |
| Net Income   |              |              |              |              |              |
| Basic  | \$ 1.23      | \$ 1.08      | \$ 1.04      | \$ 1.02      | \$ 1.72      |
| Diluted  | \$ 1.21      | \$ 1.07      | \$ 1.03      | \$ 1.00      | \$ 1.70      |
| Weighted-average common and common equivalent shares outstanding |              |              |              |              |              |
| Basic  | 52,117       | 51,373       | 50,519       | 49,496       | 49,054       |
| Diluted  | 52,908       | 51,845       | 51,386       | 50,629       | 49,678       |
| Dividends declared per common share                              | \$ 0.54      | \$ 0.52      | \$ 0.50      | \$ 0.48      | \$ 0.44      |
| Total assets   | \$ 1,548,670 | \$ 1,521,153 | \$ 1,575,944 | \$ 1,132,198 | \$ 1,069,462 |
| Trade accounts receivable - net                                  | 450,513      | 445,241      | 473,263      | 349,195      | 358,569      |
| Insurance deposits   | 36,164       | 42,500       | 42,506       | -            | -            |
| Goodwill   | 593,983      | 547,237      | 535,772      | 234,177      | 229,885      |
| Other intangibles - net  | 65,774       | 60,199       | 62,179       | 24,573       | 23,881       |
| Investments in auction rate securities                           | 20,171       | 19,531       | 19,031       | 25,000       | -            |
| Line of credit   | 140,500      | 172,500      | 230,000      | -            | -            |
| Insurance claims   | 348,314      | 346,327      | 346,157      | 261,043      | 248,377      |
| Insurance recoverables   | \$ 76,098    | \$ 72,117    | \$ 71,617    | \$ 55,900    | \$ 53,188    |

(1) This report refers to a non-GAAP financial measure described as "Adjusted EBITDA." Refer to the accompanying financial tables for supplemental financial data and the corresponding reconciliation of this non-GAAP financial measure to the GAAP financial measure.

## Unaudited Reconciliation of non-GAAP Financial Measures

| Years ended October 31,<br>(in thousands) | 2010       | 2009       | 2008       | 2007      | 2006      |
|---|------------|------------|------------|-----------|-----------|
| Adjusted EBITDA                           | \$ 155,892 | \$ 145,482 | \$ 133,456 | \$ 91,514 | \$ 82,315 |
| Items Impacting Comparability             | (10,865)   | (22,066)   | (5,872)    | 2,879     | 79,403    |
| Discontinued Operations                   | 251        | (1,197)    | (7,297)    | 1,793     | 8,881     |
| Income Tax                                | (40,203)   | (29,170)   | (31,585)   | (26,088)  | (57,495)  |
| Interest Expense                          | (4,639)    | (5,881)    | (15,193)   | (453)     | (494)     |
| Depreciation and Amortization             | (36,315)   | (32,875)   | (28,075)   | (17,205)  | (19,405)  |
| Net Income                                | \$ 64,121  | \$ 54,293  | \$ 45,434  | \$ 52,440 | \$ 93,205 |



(1) Revenues in 2010 include revenues associated with the acquisitions of Five Star Parking, Network Parking Company, Ltd. and System Parking, Inc. and Diversco, Inc., which were acquired on October 1, 2010 and June 30, 2010, respectively, totaling \$43.0 million. Revenues beginning in 2008 include revenues associated with the acquisition of OneSource Services, Inc., which was acquired on November 17, 2007.

(2) Income from Continuing Operations per Diluted Share for the fiscal year ended October 31, 2006 is \$1.70, which includes \$0.75 from the settlement of the World Trade Center (WTC) insurance claims.



Henrik C. Slipsager  
President and  
Chief Executive Officer

# The President's Perspective

*Dear Stockholders, Employees and Other Friends of ABM:*

The 2010 year brought the start of a new decade for U.S. business following one of the worst economic periods in global history and, for ABM Industries, it marked the launch of the Company's second century of delivering high-quality facility services to clients in a broad array of market sectors. And, true to historic form, ABM rose to the test of the economic times with strong resilience, solid results and, as always, an incredibly dedicated, focused and best-in-the industry workforce.

## Overview and Accomplishments

One significant challenge for the 2010 fiscal year was that the U.S. economy, while showing signs of improvement, did not recover at the pace that many economists and businesses predicted. While markets rebounded strongly, financial results for U.S. businesses were mixed. Further, ABM tends to lag the general economy – slower to enter a recession, as we achieved record revenues in 2008 even as the recession was taking full grip – and our business often recovers at a slightly slower pace than the economy at large, as evidenced by continued pressures on revenues in the 2010 fiscal year.

While revenues were essentially flat at \$3.5 billion for the 2010 fiscal year, we saw growth in the fiscal 2010 fourth quarter, both year-over-year and sequentially. For the 2010 fiscal year we produced double-digit growth in net income per diluted share, which increased 15.2%, and income from continuing operations per diluted share, up 13.1%. We accomplished these results against the backdrop of continued client pressures to reduce costs in a highly competitive, price-sensitive marketplace in 2010.

We also continued our aggressive focus on controlling costs and improving margins. As a result, our adjusted EBITDA margin increased to 5.3% at the fourth quarter of fiscal year 2010, a level we had targeted, pre-recession, to achieve by 2010. Operating profit increased a robust 18% year-over-year. Further, we reduced SG&A expenses by more than 8% for the fiscal year and our days sales outstanding declined to 47 days. At year's end, the Company generated a record \$141 million in net cash flow from continuing operations.

We successfully navigated what proved to be another challenging year for spending as clients sought to lower their costs of operations for non-core services in order

to remain competitive in their respective markets.

## One Company. Many Markets Served.

A key driver of our success in fiscal year 2010 and a cornerstone of our progress going forward is ABM's ability to deliver high-quality, cost-effective facility services capable of meeting the diverse and distinct needs of a broad array of industry sectors.

Our clients increasingly demand integrated service providers who can perform across broad geographies and multiple facility types. These service providers must, at the same time, deliver cost savings, operational efficiencies and green solutions while understanding the unique safety, operational and regulatory framework that can impact industry-specific facility services requirements.

To meet these market demands, we have focused ABM's core competencies on a suite of services – commercial cleaning and maintenance, engineering, energy efficiency, security and parking – where ABM can sustain a substantial geographic and market footprint and deliver integrated facilities services capabilities to clients in multiple market sectors. We are supporting

*(Continued on page 8.)*

## The President's Perspective (Cont'd)

these capabilities with a significant investment in revamping our operational platform and systems to become more scalable and flexible to meet business demands, and completed the first phase of this work during the fiscal year. At the same time, we restructured and realigned the operations of our Divisions for greater efficiencies, improved costs structures and enhanced client focus.

Leveraging our core capabilities, broad operational platform and geographic reach, ABM brings experience, expertise and a substantial client base in several vertical markets – including financial services, industrial/manufacturing, commercial office real estate, pharmaceutical, retail, education, high tech, stadiums and arenas, government, airport services, bakery/food processing and health care, to name a few.

In fiscal 2010, the Company continued to make great strides in building volume with existing and new clients among these and other target industries. Equally important, we took key steps in the fiscal year that extended the breadth and depth of our core service capabilities while expanding our market-specific expertise and offerings.

In June, we expanded both our Janitorial and Security businesses with the acquisition of

Diversco, Inc. Founded in 1968 as a janitorial services company, Diversco provides outsourced facility services and brought a strong manufacturing and industrial client base in the Southeast, Midwest and Mid-Atlantic regions of the United States. Diversco's services include a range of commercial cleaning and facility services, as well as security services primarily in support of manufacturing clients.

To expand our national parking operations, we acquired in September substantially all of the assets of three parking companies – Five Star Parking, Network Parking Company Ltd., and System Parking, Inc. – with significant parking operations throughout the United States. The acquisition extends our parking services in major urban areas, including Chicago, Philadelphia, Boston and San Diego, while complementing our already strong presence in cities such as Los Angeles, Cleveland and Cincinnati. The acquisition also expands Ampco System's presence at airports, where the Division is already a leader in airport parking management. The combined business will manage parking operations at 2000 offices, airport, hospital, retail, entertainment and multi-use locations across 232 cities and 38 states throughout the U.S.

Both Diversco and the L&R parking companies were successfully integrated and contributed additional sales and profitability during the 2010 fiscal year.

Finally, shortly after the close of the fiscal year, ABM acquired The Linc Group (TLG), a premier provider of end-to-end integrated facilities services that improve operating efficiencies, reduce energy consumption and lower overall operational costs of critical facilities, installations and buildings in the government, commercial and residential markets. The acquisition was a game-changer for ABM – transforming our engineering and energy business overnight, differentiating us from our competitors and positioning us in a higher growth segment, including leveraging TLG's substantial presence in the government market. By integrating ABM's existing Engineering Division and TLG, we are bringing together two entities with proven track records of solid growth in sales and earnings, resulting in a combined business close to \$1 billion in revenues.

These strategic acquisitions in 2010 delivered to our core businesses broad experience and deep client relationships, increasing our ability to be a leading integrated facility services provider for clients across multiple market sectors.



## Future Outlook

Improving revenue trends, the contributions of these acquired assets, our revamped operations and continued growth in the depth and breadth of our capabilities in these and other targeted vertical markets give us clear momentum and a solid foundation for growth in 2011.

Ultimately, 2010 proved to be another remarkable year for ABM Industries. And, for me, I reached a personal milestone during the year – my tenth anniversary as CEO of this great and historic Company. I marked the occasion by making a little professional and personal history of my own in a unique and somewhat out-of-character fashion – by agreeing to appear on CBS's national hit television program, *Undercover Boss*. The ABM episode aired Sunday, December 5.

For those who may not know, the CBS reality show places a CEO incognito among frontline workers to help top executives gain insight into how the company works day-to-day and to discover some of the "unsung heroes" who make their companies run.

The experience was an extraordinary one for me. I worked hard on the job, even with my "mixed" frontline results, and from the perspective of my "day job" as CEO,

I was enormously pleased and proud to stand side-by-side with some incredible ABM employees. I saw firsthand their outstanding skills, clear dedication and unwavering client focus. My hope is that my unique experience going undercover helped uncover for millions the tremendous pride of the men and women who work on the front lines for ABM, day in and day out. As my experience made clear, these employees – the backbone of ABM – often perform their roles in the dark of night or behind the scenes, but they ultimately stand out as the true "stars" of this Company.

As we conclude another historic year, we look forward to meeting the challenges and capitalizing on the opportunities of 2011. As always, we appreciate your support and confidence in ABM Industries.

Sincerely,



Henrik C. Slipsager  
President and  
Chief Executive Officer





## Health Care

From hospitals and nursing homes to medical offices and laboratories, health care includes a diverse array of facilities.

Servicing health care facilities requires highly specialized expertise, as well as flexibility and efficiency. Health care facilities must meet rigorous standards for cleanliness and safety in order to assure the highest levels of quality care. It demands a combination of traditional facility services – ranging from housekeeping to janitorial services – and specialized services at the forefront of technological advancements to operate in highly sensitive medical and laboratory environments.

Today, more than ever, these clients are facing significant pressures from rising medical and technology costs at a time of fundamental change in the industry environment, in part driven by regulatory and legislative changes.

ABM offers health care clients the opportunity to focus their resources on their core mission: providing the highest levels of medical care. Each branch of the ABM family provides important services in the health care space.

ABM Janitorial provides a range of services from cleaning clinics, exam rooms and waiting areas to biohazard waste removal – including important green cleaning services that employ eco-friendly processes and products to enhance air quality, conserve energy and natural resources and save clients money.

ABM Engineering offers clients integrated mechanical, HVAC, electrical and lights maintenance, general repair services and water treatment management through a single source – conserving resources and maximizing scalability within their facilities.

Security services offered to health care clients concentrate both on the overall security needs of a facility and the unique requirements of a particular health care institution. ABM Security creates programs to include uniformed personnel, access control, patrols and alarms as well as fire safety systems fulfilling the needs of each client.

And, with the earlier acquisition of Healthcare Parking Systems of America, Ampco offers an industry leader in the field of specialized parking services, delivering services ranging from valet parking to patient transportation to greeting and concierge services for health care clients across the country.









## Industrial

Facing extreme competition from emerging markets and developing countries, industrial and manufacturing companies are now more than ever seeking to improve their cost structures for savings and flexibility, so that they can focus on their own core competencies – those areas that generate revenue growth. Ideally, these customers seek bundled service offerings on a national or international basis from a single provider at highly competitive prices.

Services providers must offer broad service offerings, substantial geographic footprints, state-of-the-art technology and strong capabilities across a range of offerings spanning wide geographies and diverse types of facilities. In order to maintain a comprehensive suite of offerings and maintain competitive pricing, providers must also continue to invest in infrastructure and technology.

At the same time, many facility owners are evaluating green initiatives, not only to better manage their energy costs but also to maintain standards above emerging environmental regulations.

ABM uniquely offers industrial clients services from engineering and energy to janitorial, security and parking.

ABM Engineering's offerings include general HVAC, electrical and plumbing system maintenance, painting and confidential shredding services as well as advanced quality assurance and cost analysis programs, engineering consultations and complex energy efficiency programs.

With such a range of facilities to monitor, ABM Security is uniquely qualified to provide clients essential security services as well as safety and risk management analysis that are scalable to nearly any size facility or campus.

ABM Janitorial provides general services as well as specialized practices by industry such as equipment sanitation, yard and ground maintenance and window washing. This Division of ABM is also able to leverage economies of scale with key equipment, chemical and consumable suppliers.

Further, with the acquisitions of Diversco and The Linc Group in 2010, ABM is increasingly capable of providing comprehensive, integrated facilities management solutions its national industrial client base.







## Education

Educational facilities are found in virtually every community across the United States. These include facilities of all sizes, educating a wide range of students, including both kindergarten–12<sup>th</sup> grades (such as elementary schools and high schools) as well as students of higher learning (colleges and universities).

School budgets have come under intense pressure. Even as colleges and universities see their endowments' values plummet and enrollments shrink, energy and other costs continue to rise. Meanwhile, K–12 schools are feeling the effects of reduced state aid to local school districts.

Given the labor-intensive nature of education and a growing competition to retain and attract top teaching talent, schools seek to operate as efficiently as possible, especially in non-core areas such as custodial and engineering services.

The ABM family provides best-in-class facilities management and maintenance solutions – offering educational institutions the predictable costs, expertise and single point of accountability these clients need. Increasingly, education institutions, systems and districts are turning to ABM to meet their cost and service requirements.

ABM offers a unique portfolio of custodial services for colleges and universities, ranging from general classroom, lab and dorm cleaning to outdoor space and grounds maintenance to stadium and gymnasium management. For K–12 clients, ABM provides not only traditional cleaning and maintenance services, but also specialized services like pressure washing and graffiti removal.

ABM also provides key engineering services, from the routing to complex maintenance of HVAC, electrical, plumbing and other systems. These systems are the heart of the schools' operations as well as their maintenance costs, making an experienced facilities services provider a key partner to these institutions. And with clients' increasing demands for energy efficiency and environmental responsibility, ABM offers LEED and Energy Star-certified energy programs, including energy audits and programs to reduce energy consumption and costs.









## Airport Services

Airport services include both airlines and airports – with companies operating passenger and cargo jets, as well as those operating airports for commercial and general aviation, and those providing support services, such as aircraft fueling and maintenance, baggage and cargo handling, among others.

Pressured by consumer demand and fuel costs while many other costs are fixed, these companies require great operational efficiency. Many of these clients are now turning to facilities services providers to help achieve those efficiencies. They seek a combination of conventional facilities services – ranging from janitorial services and parking management – to specialized services, such as baggage handling systems maintenance and security compliance programs.

ABM provides airline and airport clients a range of airport terminal and facilities services from janitorial to parking and shuttle services to security, customer service, HVAC maintenance, electrical and mechanical repairs, landscaping, snow removal and more. Other services include ramp services, like ground support equipment and jetway maintenance, as well as baggage handling and cargo sorting, and aircraft cleaning services.

The Company expanded its parking presence and capabilities at airports across the country with the acquisitions of substantially all of the assets of three parking companies – Five Star Parking, Network Parking Company Ltd., and System Parking, Inc. – from the L&R Group of Companies.

ABM Engineering also provides airport clients a wide range of services, including pest control, electrical, mechanical and plumbing repairs, lighting and sign retrofitting and baggage conveyor maintenance. With ABM's recent acquisition of The Linc Group, the Company's engineering and energy offerings were significantly enhanced. ABM's airport capabilities include industry-leading offerings in engineering and maintenance, as well as energy conservation, Energy Star, LEED certification and green cleaning services – reducing costs and consumption for these clients while better protecting the environment.









## Stadiums & Arenas

As sports have become bigger, faster and more efficient, so have the stadiums and arenas in which they are played. Over the past decade, stadium and arena owners have embraced technological advances and eco-friendly management as a way to fully leverage their facilities and take advantage of cost savings.

Providing integrated facilities management to stadiums and arenas demands in-house expertise and flexibility. These facilities see tremendous turnover night after night, demand high levels of operational efficiencies to handle volume and require unique equipment for maintenance. The nature of the professional sport industry's operations requires service providers who understand and can comply with the distinct expectations of the industry. Across the ABM family, there is in-house expertise to operate effectively in this demanding environment, offering stadium and arena clients turn-key, consolidated solutions.

From the parking lot to the stands, luxury boxes and locker rooms, ABM Janitorial offers general, specialized and green cleaning services for an entire facility.

ABM Engineering provides clients with a range of solutions to their electrical, HVAC and plumbing needs. Providing stationary engineers for events while engaging in energy services and audits enables stadium owners and operators to most efficiently and cost effectively heat, light and drain their facilities. Additionally, the acquisition of The Linc Group greatly expands ABM Engineering's large facility maintenance and greening capabilities.

With waves of attendance and then vacancy of stadiums and arenas, ABM Security is able to address the needs of these clients by providing event security, 24-7 guard services and entry check point management.

Key to any stadium or arena is the availability of safe and clean parking lots. ABM Parking offers clients a wide range of integrated parking solutions from valet to off-site shuttles and lot management and maintenance. Ampco System Parking is even leveraging the Internet and partnering with select advertisers to help drive traffic and revenues to stadium parking lots.

# REPORTS FROM THE SUBSIDIARIES







CTIONS

07 • 108 • 109

Dawg Pound 118-122  
Team Shop  
Legends



ENTRANCE

Grille

EXIT  
Grille



PowerBrush

## Overview and Key Accomplishments

ABM Janitorial Services continued to expand its services in key markets in fiscal year 2010, with notable wins in the aviation, education and industrial sectors. Despite continued client pressures to reduce costs, ABM Janitorial generated \$2.3 billion in revenues during the 2010 fiscal year, just below 2009 results. The Janitorial Division also delivered operating profit of nearly \$141 million in 2010, increasing slightly above 2009, as the management team vigorously controlled expenses to maintain profitability and mitigate the impact of the slow-growth economy.

A major 2010 success was the acquisition of Diversco, Inc., a nationwide provider of facility services to prominent manufacturing and industrial clients. In addition to increasing the Janitorial Division's sales and profitability, the Diversco acquisition added a rich talent pool, expanded the Division's geographic footprint in the South and Mid-Atlantic, and greatly enhanced ABM Janitorial Services' ability to service manufacturing and industrial clients.

To drive further efficiencies and client service improvements, ABM Janitorial announced the consolidation of its geographic operating regions from eleven to four. The consolidation will provide more streamlined administration and a higher level of support to branch offices, allowing local area managers to focus more on their clients' day-to-day service needs. The regional consolidation also supports the Division's efforts to build a more unified and integrated business platform, which meets client demand for a single service provider across multiple locations while enhancing ABM's growth and expansion opportunities with these clients.

The ABM Green Care™ program continued to provide a competitive advantage as environmental sustainability increasingly became a primary focus for both existing clients and prospects. In 2010, ABM Janitorial remained committed to moving clients to its industry-leading green cleaning program, and now has

surpassed 250 million square feet of U.S. Green Building Council (USGBC) LEED® Certified or Registered square footage. More square footage is covered by ABM's Green Care™ program than most of its competitors clean *in total*.

The Janitorial Division concluded fiscal 2010 with a total workforce of 69,000 employees operating in all 50 states, Washington, DC, Puerto Rico and British Columbia, Canada.

## Industry Trends

With clients focusing a keen eye on the bottom line, combined with even higher standards for contractor performance, ABM Janitorial Services expanded its national and multi-regional account portfolio with "bundled" facility services under one contract. As the only commercial cleaning company in the industry to operate on a truly national platform, ABM Janitorial Services can seamlessly extend the janitorial and other facility services it provides at one property to multiple facilities across the nation. ABM's National Accounts program and its web-based enterprise work order management system offer clients a single point of contact, consolidated billing, streamlined service requests and reporting, pricing advantages, industry-leading technology and a dedicated account manager.

For many current clients, ABM Janitorial Services provides ongoing consultation on bundling of services, portfolio discounts, creative cleaning specifications and innovative pricing solutions – such as day cleaning – to help them reduce their spending without compromising quality of service. ABM's ability to self-perform services nationwide is a significant advantage to clients in achieving cost reductions and quality improvements.

In this increasingly competitive marketplace, marked by the trend towards more frequent re-bidding of client contracts, ABM Janitorial Services is committed to setting the standard for client service. In April, ABM Janitorial Services launched its Customer Retention campaign, "At Your Service." ABM employees

around the country came together for a renewed customer-centric focus and to underscore the critical importance of exceeding client expectations to sustain and grow sales.

ABM Janitorial Services' strong client focus helped generate new business in 2010. During the fiscal year, ABM won new clients in several key markets, including education (K-12 and higher education); airport services; sports and entertainment; health care; improvement districts; technology; industrial and manufacturing; snack food and bakery operations; bio-pharmaceutical; retail; and regulated industries such as financial services, telecommunications and power/utilities. Specialized programs geared toward these markets meet the needs of clients with unique business environments and distinct service requirements. ABM Janitorial Services continued to leverage subject-matter-experts in these key vertical markets to help drive solutions tailored to address the industry-specific needs of clients.

As ABM Janitorial Services continued to provide clients the best green cleaning options in the industry, the Company focused on "walking-the-walk" internally as well. In 2011, ABM will report on and continue to measure the Company's operational impact to the environment through the release of an enterprise Corporate Sustainability report, making ABM one of the few companies in the industry to commit to sustainability reporting.

## Future Outlook

ABM Janitorial Services is poised to expand its presence in targeted vertical markets, improve revenue growth and sustain its competitive advantage in 2011. ABM Janitorial will continue to drive operational excellence, surpass client expectations and aggressively focus on leveraging its competitive advantages to generate sales to new and existing clients in targeted vertical markets. The steps ABM Janitorial took during the fiscal year will create a clear path towards greater profitability and improved growth in 2011.







## Overview and Key Accomplishments

With strong advances in key client markets and an important strategic acquisition late in the fiscal year, Ampco System Parking delivered solid financial results in 2010 and positioned itself for further growth with existing and new clients in fiscal year 2011.

Ampco System Parking generated approximately \$470 million in revenues in fiscal year 2010, a 2.6% increase over the prior year. Parking earned almost \$23 million in operating profits during the year, growth of over 12% compared to 2009 results.

Ampco expanded its national parking operations during the fiscal year when it acquired substantially all of the assets of three parking companies – Five Star Parking, Network Parking Company Ltd., and System Parking, Inc. – from the L&R Group of Companies. The acquisition complemented and expanded Ampco's national footprint and the acquired companies contributed to the Parking Division's revenue and profitability in the 2010 fiscal year.

With the addition of the new assets, Ampco System Parking now operates with a team of more than 12,100 employees in 2,000 offices, airports, hospitals, retail, entertainment and multi-use locations across 38 states. The 232 cities the combined business now serves include Boston, Chicago, Cincinnati, Cleveland, Los Angeles, Louisville, Philadelphia, San Diego and San Francisco.

The new parking companies also build on Ampco's strong foundation in airport parking management, where Ampco already served a number of major airports. During the fiscal year, Ampco extended operating contract terms at several key airports, including Honolulu and Sacramento.

Ampco System Parking's range of client services include parking facility leasing and management, valet parking and shuttle transportation services, on-street parking collections and enforcement, taxi dispatch, curbside and

baggage handling services. Ampco also provides parking facility maintenance and repair, and revenue control equipment specification and procurement, as well as infrastructure consultation and operations for public-private partnerships.

## Industry Trends

Technology continues to be a client expectation and, increasingly, part of Ampco's parking operations and competitive advantage. In the higher education sector, for example, tech-savvy students expect web-based parking applications, including registering for parking privileges, parking permit issuance and on-line payment options. Ampco is prepared to handle these demands on college campuses and, leveraging technology, works with select vendors to improve client operations. Ampco has recently rolled-out state-of-the-art smart hand held devices to monitor parking compliance, track parking space availability, access records and issue citations.

Airport parking, a key client service for Ampco, also is seeing an increased use of automation to reduce operating costs and many clients are installing cell-phone waiting lots to reduce vehicle trips on airport roadways. Ampco offers these services and, to reduce waiting times, has introduced valet parking operations to serve frequent business travelers. Other industry trends that Ampco is aggressively pursuing include construction projects to consolidate off-site rental car facilities to eliminate individual company shuttle buses circling the airport and retrofitting lighting fixtures to help improve energy efficiency and costs. Among many technology-driven client solutions, Ampco is increasingly installing PCI-compliant credit card exit lanes to reduce queues.

Another key client sector served by Ampco, health care, has seen increased demand for concierge-type services, valet parking and patient escort services, along with the implementation of electric vehicle charging stations and other green technologies. Ampco's Healthcare

Parking Services of America division brings specific experience and expertise to meet this client demand at hospitals and medical office facilities across the country.

Stadiums and arenas, where we provide parking services at major venues across the country, are seeking parking partners who understand the demands of moving mass numbers of event patrons and vehicles for events ranging from Sunday football to symphonies. As stadium owners seek revenues to cover the costs of new and renovated facilities, Ampco is capitalizing on the Internet to direct patrons to stadium-owned parking areas and offers other online services like pre-paid parking with season ticket packages.

## Future Outlook

Going forward, Ampco also will continue to leverage technology to build competitive advantage. Innovations like Ampco's Score<sup>4</sup> Accounting System, SmartDrive technology in shuttle operations and BI (business intelligence) applications set Ampco apart from its competition. Internally, Ampco is using ELearning technology to improve employee training. Ampco also is ahead of the curve in meeting client demand for green solutions with its use of solar applications to cover surface parking areas, creating preferential parking areas and generating additional parking revenues.

Ampco combines a cutting-edge approach with some of the strongest and most experienced professionals in the industry, another competitive advantage, and strengthened its breadth and depth of talent with the acquisition during the fiscal year.

Improving organic opportunities as the economy improves, combined with the added strength of the acquired parking companies, position Ampco for growth in the 2011 fiscal year. The combined entity of complementary businesses should drive sales growth among existing clients while delivering new business revenue opportunities as well. Ampco also will continue to leverage its revamped operations and technology to improve profitability in 2011.



## Overview and Key Accomplishments

ABM Security Services further expanded its geographic footprint in fiscal year 2010, growing in the Southeast, Midwest and Mid-Atlantic regions. With the addition of three states served during the 2010 fiscal year, ABM Security Services now operates in 37 states through 48 branch offices nationally. ABM Security Services employs more than 11,300 security officers and other staff.

In the 2010 fiscal year, Security continued to face the impact of reduced client spending, a highly competitive market and slow economic growth. ABM Security Services generated more than \$336 million in revenues in the fiscal year, holding pace with 2009 revenues of \$335 million. Operating profit for the year was \$7.5 million compared to \$8.2 million in the prior year, primarily the result of lower client spending.

ABM Security's focus on specific vertical markets – including petro-chemical, health care, agricultural, patrol and residential segments – produced expanded market share and improved margins, particularly in geographic areas of the country where Security already had very strong depth of management. Additionally, Security launched a Subject Matter Expert Program during the fiscal year to assist field employees with actionable information on their vertical markets. Capitalizing on this focus, ABM Security generated growth in its target markets in 2010.

The acquisition of Diversco and its subsidiary security services company, Spartan Security, was a primary catalyst for expansion in 2010. Spartan Security was founded in 1977 and has grown to become one of the most respected security companies in the Eastern United States. Licensed in 18 states, Spartan Security complements ABM Security's operations, infrastructure and national presence.

ABM Security also continued to refine its operating model to deliver the most cost-effective, highly-efficient services possible for its clients and prospects. With improved operations a key focus in 2010, ABM Security Services consolidated its eight operating regions into four. Security also strengthened its Strategic Account team to drive client sales and service and established a National Vice President of Sales to further drive large-scale opportunities, deliver focused employee training and track key sales performance metrics. ABM Security also gains competitive advantage from one of the most stable management teams in the industry.

ABM Security Services continued to focus on driving improvement in all phases of its operations. The Division saw a DSO reduction of two days in the fiscal year. Increased back-office efficiencies and strong collections efforts enabled Security to more quickly reinvest cash, generate more sales, and offer better service options for clients and prospects.

## Industry Trends

The economic downturn over the last couple of years significantly increased the amount of contract re-bidding throughout the industry, with many clients reviewing contracts annually. In response, client retention remained a high priority across ABM's service divisions, including Security, in the fiscal year.

The market has demanded comprehensive, innovative security service solutions from its providers. ABM Security Services answered the call and distinguished itself as a service provider that delivers security solutions for diverse facilities tailored to client and market requirements, offers technological advances that meet clients' cost control demands and provides big-picture reporting.

One key client solution, QMS 24-7™ – Security's interactive web-based data collection and reporting management system – deliv-

ers to ABM Security officers the operational technology to more quickly respond to client needs. Automated communication with security staff results in reduced response time and enhanced client satisfaction. The reporting dashboard allows monitoring of all services in one building or across an entire portfolio. QMS 24-7 enhances productivity, profitability and convenience for clients – enabling them to minimize costs and effectively and efficiently manage a facility portfolio spread across a city, region or nation from one single point of contact.

Sustainability continued to be a regular focus of conversation with clients. By virtue of its technology platform that streamlines administration and delivers real-time reports on-demand to clients' desktop or PDA, ABM Security Services now saves more than 100,000 paper forms per month, greatly benefitting the shared environment.

ABM Security Services' SAFETY Act certification from the Department of Homeland Security (DHS) continued to offer clients added peace of mind. SAFETY Act certification provides liability protection for qualified anti-terrorism technologies deemed to be effective, reliable and safe, after careful review by DHS. The tort protections extend not only to ABM Security Services, but also to our clients.

## Future Outlook

In the 2011 fiscal year, ABM Security Services will target its key vertical markets to drive revenue growth while continuing its strong focus on client retention across all sectors. Security also will continue to keep pace with the ever-shifting industry landscape, leveraging operational improvements, highly effective and innovative technology, strong and seasoned management and high-quality security officers and staff to build growth in targeted markets.





## Overview and Key Accomplishments

ABM Engineering Services' greatest strengths derive from its national platform, which enables consistent, high-quality service throughout most U.S. cities, while offering clients access to local market expertise, talent and operational resources. These strengths were in good evidence and helped drive strong results for fiscal 2010.

ABM Engineering Services, which includes ABM Energy Services, delivered robust growth and operating profit in the fiscal year, with revenues up nearly 15% over the prior year to \$351 million, and operating profit of \$22.0 million, an almost 12% increase over fiscal year 2009 results.

Revenue increases were driven by strong organic sales as ABM Engineering expanded in several key client markets – including pharmaceutical, high-tech, semiconductor manufacturing, data centers and financial services – and broadened its client service offerings in areas like mobile maintenance.

In financial services, ABM Engineering exhibited solid growth with the implementation of an expanded contract with a large bank for 4,000 locations across 14 states. In the same sector, and late in the fiscal year, ABM Engineering won a separate new multi-million dollar, multi-service contract with a national bank covering an additional 1,750 locations, positioning ABM for strong growth in the banking sector in 2011.

Key wins in the financial services sector helped to drive rapid growth in mobile maintenance services. In 2010, ABM Engineering Services increased its maintenance trucks on the road by 250, anticipating strong 2011 growth from its unique approach to

bundled mobile maintenance services for small to medium-sized properties.

ABM Engineering also made strong advances in delivering energy-related services for a growing number of clients. ABM Energy Services continued its growth as existing clients accelerated demand for renewable energy and green building solutions. In addition, ABM Engineering, on behalf of a corporate client, reduced facility costs by 22% over the prior year at a nuclear power plant testing facility in San Jose while substantially increasing customer satisfaction scores.

ABM Engineering Services secured several strategic multi-service contracts including a large school district in Harris County, Texas, where ABM provides maintenance, cleaning, landscaping and service contract consolidation services. Engineering's new mobile maintenance program was key to this district's award decision. Further, with assistance from ABM Canada, ABM was awarded its first major multi-national facility management contract with an international high tech company, which occupies sites in the United States and Canada.

## Industry Trends

Advances in renewable energy technologies and an increasing interest in companies that can self-perform engineering and energy services are two key industry trends that will drive business going forward. Renewable energy technology advancements are rapidly entering the market. With solar and cogeneration opportunities becoming more attractive as a result of improved performance and greater state support, significant revenue opportunities

should emerge in California, Hawaii, Arizona and Nevada as a combination of new solar applications and rebates increases project returns.

Today, major corporations that outsource most of their facility services are finding better service and savings through companies that can self-perform bundles of services and leverage all facility management labor. ABM is well positioned to continue to drive value by self-performing more services than our competition.

ABM Engineering also is leveraging industry trends towards technology for internal improvements. During fiscal 2010, ABM Engineering introduced "E-learning," a web-based safety and skills training system that has significantly enhanced ABM's on-line training capabilities – improving safety practices, delivering highly-skilled staff and offering a more cost effective and consistent approach to training.

## Future Outlook

On December 1, 2010 ABM, acquired The Linc Group, a premier provider of end-to-end integrated facilities services that improve operating efficiencies, reduce energy consumption and lower overall operational costs of critical facilities, installations and buildings in the government, commercial and residential markets. The combined engineering operations will be close to \$1 billion in revenues. The transaction positions ABM Engineering to deliver leading client solutions to meet the global drive towards green buildings and energy efficiency, to leverage client opportunities in the government sector and to deliver integrated, innovative client solutions in 2011.



# FINANCIAL REPORTS

## Condensed Consolidated Balance Sheets

| Years ended October 31,<br>(in thousands, except share amounts)   | 2010         | 2009         |
|---|--------------|--------------|
| <b>Assets</b>   |              |              |
| Current assets  |              |              |
| Cash and cash equivalents   | \$ 39,446    | \$ 34,153    |
| Trade accounts receivable, net of allowances of \$10,672<br>and \$10,772 at October 31, 2010 and 2009, respectively   | 450,513      | 445,241      |
| Prepaid income taxes  | 1,498        | 13,473       |
| Current assets of discontinued operations   | 4,260        | 10,787       |
| Prepaid expenses  | 41,306       | 38,781       |
| Notes receivable and other  | 20,402       | 21,374       |
| Deferred income taxes, net  | 46,193       | 52,171       |
| Insurance recoverables  | 5,138        | 5,017        |
| Total current assets  | 608,756      | 620,997      |
| Non-current assets of discontinued operations   |              |              |
| Insurance deposits  | 36,164       | 42,500       |
| Other investments and long-term receivables   | 4,445        | 6,240        |
| Deferred income taxes, net  | 51,068       | 63,444       |
| Insurance recoverables  | 70,960       | 67,100       |
| Other assets  | 37,869       | 32,446       |
| Investments in auction rate securities  | 20,171       | 19,531       |
| Property, plant and equipment, net of accumulated depreciation<br>of \$98,884 and \$92,563 at October 31, 2010 and 2009, respectively                                   | 58,088       | 56,892       |
| Other intangible assets, net of accumulated amortization<br>of \$54,889 and \$43,464 at October 31, 2010 and 2009, respectively   | 65,774       | 60,199       |
| Goodwill  | 593,983      | 547,237      |
| Total assets  | \$ 1,548,670 | \$ 1,521,153 |
| <b>Liabilities and Stockholders' Equity</b>   |              |              |
| Current liabilities   |              |              |
| Trade accounts payable  | \$ 78,928    | \$ 84,701    |
| Accrued liabilities   |              |              |
| Compensation  | 89,063       | 93,095       |
| Taxes - other than income   | 17,663       | 17,539       |
| Insurance claims  | 77,101       | 78,144       |
| Other   | 70,048       | 66,279       |
| Income taxes payable  | 977          | 1,871        |
| Current liabilities of discontinued operations  | 71           | 1,065        |
| Total current liabilities   | 333,851      | 342,694      |
| Income taxes payable  | 29,455       | 17,763       |
| Line of credit  | 140,500      | 172,500      |
| Retirement plans and other  | 34,626       | 32,963       |
| Insurance claims  | 271,213      | 268,183      |
| Total liabilities   | 809,645      | 834,103      |
| <b>Stockholders' Equity</b>   |              |              |
| Commitment and contingencies  |              |              |
| Preferred stock, \$0.01 par value; 500,000 shares authorized; none issued   | -            | -            |
| Common stock, \$0.01 par value; 100,000,000 shares authorized; 52,635,343<br>and 51,688,218 shares issued and outstanding at October 31, 2010<br>and 2009, respectively | 526          | 517          |
| Additional paid-in capital  | 192,418      | 176,480      |
| Accumulated other comprehensive loss, net of taxes  | (1,863)      | (2,423)      |
| Retained earnings   | 547,944      | 512,476      |
| Total stockholders' equity  | 739,025      | 687,050      |
| Total liabilities and stockholders' equity  | \$ 1,548,670 | \$ 1,521,153 |



## Condensed Consolidated Statements of Income

| Years ended October 31,<br>(in thousands, except per share data)    | 2010         | 2009         | 2008         |
|---|--------------|--------------|--------------|
| <b>Revenues</b>   | \$ 3,495,747 | \$ 3,481,823 | \$ 3,623,590 |
| <b>Expenses</b>   |              |              |              |
| Operating   | 3,134,018    | 3,114,699    | 3,224,696    |
| Selling, general and administrative                                 | 241,526      | 263,633      | 287,650      |
| Amortization of intangible assets                                   | 11,364       | 11,384       | 11,735       |
| Total expenses  | 3,386,908    | 3,389,716    | 3,524,081    |
| Operating profit  | 108,839      | 92,107       | 99,509       |
| Credit losses on auction rate security:                             |              |              |              |
| Gross other-than-temporary impairment losses ("OTTI")               | -            | 3,695        | -            |
| OTTI recognized in earnings (other comprehensive income)            | 127          | (2,129)      | -            |
| Interest expense  | 4,639        | 5,881        | 15,193       |
| Income from continuing operations before income taxes               | 104,073      | 84,660       | 84,316       |
| Provision for income taxes  | 40,203       | 29,170       | 31,585       |
| Income from continuing operations                                   | 63,870       | 55,490       | 52,731       |
| <b>Discontinued Operations</b>                                      |              |              |              |
| Income (loss) from discontinued operations, net of taxes            | 251          | (1,197)      | (3,776)      |
| Loss on sale of discontinued operations,<br>net of taxes of \$1,008 | -            | -            | (3,521)      |
| Income (loss) from discontinued operations, net of taxes            | 251          | (1,197)      | (7,297)      |
| <b>Net income</b>   | \$ 64,121    | \$ 54,293    | \$ 45,434    |
| <b>Net income per common share - Diluted</b>                        |              |              |              |
| Income from continuing operations                                   | \$ 1.21      | \$ 1.07      | \$ 1.03      |
| Loss from discontinued operations                                   | -            | (0.02)       | (0.15)       |
| Net Income  | \$ 1.21      | \$ 1.05      | \$ 0.88      |

## Condensed Consolidated Statements of Stockholders' Equity and Comprehensive Income

| (in thousands)   | Common Stock |        | Treasury Stock |              | Additional Paid-in Capital | Accumulated Other Comprehensive Income (Loss) | Retained Earnings | Total      |
|--|--------------|--------|----------------|--------------|----------------------------|---|-------------------|------------|
|  | Shares       | Amount | Shares         | Amount       |                            |   |                   |            |
| <b>Balance October 31, 2007</b>  | 57,048       | \$ 571 | (7,028)        | \$ (122,338) | \$ 261,182                 | \$ 880  | \$ 465,463        | \$ 605,758 |
| Comprehensive income:  |              |        |                |              |                            |   |                   |            |
| Net income   | -            | -      | -              | -            | -                          | -   | 45,434            | 45,434     |
| Unrealized loss on auction rate securities, net of taxes of \$2,348                                    | -            | -      | -              | -            | -                          | (3,621)                                       | -                 | (3,621)    |
| Foreign currency translation, net of taxes of \$590  | -            | -      | -              | -            | -                          | (909)   | -                 | (909)      |
| Actuarial gain - Adjustments to pension and other post-retirement benefit plans, net of taxes of \$148 | -            | -      | -              | -            | -                          | 228   | -                 | 228        |
| Comprehensive income   | -            | -      | -              | -            | -                          | -   | -                 | 41,132     |
| Dividends:   |              |        |                |              |                            |   |                   |            |
| Common stock   | -            | -      | -              | -            | -                          | -   | (25,271)          | (25,271)   |
| Excess tax benefit from exercise of stock options  | -            | -      | -              | -            | 899                        | -   | -                 | 899        |
| Stock issued under employees' stock purchase and option plans  | 944          | 10     | -              | -            | 14,818                     | -   | (490)             | 14,338     |
| Share-based compensation expense   | -            | -      | -              | -            | 7,195                      | -   | -                 | 7,195      |
| <b>Balance October 31, 2008</b>  | 57,992       | \$ 581 | (7,028)        | \$ (122,338) | \$ 284,094                 | \$ (3,422)                                    | \$ 485,136        | \$ 644,051 |
| Comprehensive income:  |              |        |                |              |                            |   |                   |            |
| Net income   | -            | -      | -              | -            | -                          | -   | 54,293            | 54,293     |
| Unrealized gain on auction rate securities, net of taxes of \$203                                      | -            | -      | -              | -            | -                          | 297   | -                 | 297        |
| Reclass adjustment for credit losses recognized in earnings net of taxes of \$636                      | -            | -      | -              | -            | -                          | 930   | -                 | 930        |
| Foreign currency translation, net of taxes of \$241  | -            | -      | -              | -            | -                          | 577   | -                 | 577        |
| Actuarial loss - Adjustments to pension and other post-retirement benefit plans, net of taxes of \$139 | -            | -      | -              | -            | -                          | (203)   | -                 | (203)      |
| Unrealized loss on interest rate swaps, net of taxes of \$412  | -            | -      | -              | -            | -                          | (602)   | -                 | (602)      |
| Comprehensive income   | -            | -      | -              | -            | -                          | -   | -                 | 55,292     |
| Dividends:   |              |        |                |              |                            |   |                   |            |
| Common stock   | -            | -      | -              | -            | -                          | -   | (26,727)          | (26,727)   |
| Tax benefit from exercise of stock options   | -            | -      | -              | -            | (1,314)                    | -   | -                 | (1,314)    |
| Stock issued under employees' stock purchase and option plans  | 724          | 6      | -              | -            | 8,557                      | -   | (226)             | 8,337      |
| Share-based compensation expense   | -            | -      | -              | -            | 7,411                      | -   | -                 | 7,411      |
| Treasury stock retirement  | (7,028)      | (70)   | 7,028          | 122,338      | (122,268)                  | -   | -                 | -          |
| <b>Balance October 31, 2009</b>  | 51,688       | \$ 517 | -              | \$ -         | \$ 176,480                 | \$ (2,423)                                    | \$ 512,476        | \$ 687,050 |
| Comprehensive income:  |              |        |                |              |                            |   |                   |            |
| Net income   | -            | -      | -              | -            | -                          | -   | 64,121            | 64,121     |
| Foreign currency translation   | -            | -      | -              | -            | -                          | 68  | -                 | 68         |
| Unrealized gain on auction rate securities, net of taxes of \$179                                      | -            | -      | -              | -            | -                          | 461   | -                 | 461        |
| Reclass adjustment for credit losses recognized in earnings, net of taxes of \$53                      | -            | -      | -              | -            | -                          | 74  | -                 | 74         |
| Unrealized loss on interest rate swaps, net of taxes of \$230  | -            | -      | -              | -            | -                          | 338   | -                 | 338        |
| Actuarial loss - Adjustments to pension and other post-retirement benefit plans, net of taxes of \$108 | -            | -      | -              | -            | -                          | (381)   | -                 | (381)      |
| Comprehensive income   | -            | -      | -              | -            | -                          | -   | -                 | 64,681     |
| Dividends:   |              |        |                |              |                            |   |                   |            |
| Common stock   | -            | -      | -              | -            | -                          | -   | (28,152)          | (28,152)   |
| Excess tax benefit from exercise of stock options  | -            | -      | -              | -            | 383                        | -   | -                 | 383        |
| Stock issued under employees' stock purchase and option plans  | 947          | 9      | -              | -            | 11,484                     | -   | (501)             | 10,992     |
| Share-based compensation expense   | -            | -      | -              | -            | 4,071                      | -   | -                 | 4,071      |
| <b>Balance October 31, 2010</b>  | 52,635       | \$ 526 | -              | \$ -         | \$ 192,418                 | \$ (1,863)                                    | \$ 547,944        | \$ 739,025 |

## Condensed Consolidated Statements of Cash Flows

Years ended October 31,  
(in thousands)

|  | 2010             | 2009             | 2008             |
|--|------------------|------------------|------------------|
| <b>Cash flows from operating activities:</b>   |                  |                  |                  |
| Net income   | \$ 64,121        | \$ 54,293        | \$ 45,434        |
| Income (loss) from discontinued operations, net of taxes   | 251              | (1,197)          | (7,297)          |
| Income from continuing operations  | 63,870           | 55,490           | 52,731           |
| <b>Adjustments to reconcile income from continuing operations to net cash provided by continuing operating activities:</b> |                  |                  |                  |
| Depreciation and amortization of intangible assets   | 36,315           | 33,325           | 28,075           |
| Deferred income taxes  | 17,654           | 16,191           | 28,156           |
| Share-based compensation expense   | 4,071            | 7,411            | 7,195            |
| Provision for bad debt   | 2,636            | 3,960            | 4,954            |
| Discount accretion on insurance claims   | 912              | 1,248            | 1,766            |
| Auction rate security credit loss impairment   | 127              | 1,566            | -                |
| Gain on sale of assets   | (1,059)          | (941)            | (23)             |
| Changes in assets and liabilities, net of effects of acquisitions:   |                  |                  |                  |
| Trade accounts receivable  | 1,976            | 19,931           | (34,333)         |
| Prepaid expenses and other current assets  | (297)            | (1,431)          | 6,942            |
| Insurance recoverables   | (3,981)          | (500)            | 3,401            |
| Other assets and long-term receivables   | 3,856            | (8,764)          | 1,424            |
| Income taxes payable   | 22,629           | 12,623           | (1,053)          |
| Retirement plans and other non-current liabilities   | (317)            | (5,144)          | (6,659)          |
| Insurance claims   | (247)            | (1,497)          | (17,900)         |
| Trade accounts payable and other accrued liabilities   | (7,399)          | (12,213)         | (12,401)         |
| Total adjustments  | 76,876           | 65,765           | 9,544            |
| Net cash provided by continuing operating activities   | 140,746          | 121,255          | 62,275           |
| Net cash provided by discontinued operating activities   | 9,118            | 19,616           | 6,032            |
| Net cash provided by operating activities  | 149,864          | 140,871          | 68,307           |
| <b>Cash flows from investing activities:</b>   |                  |                  |                  |
| Additions to property, plant and equipment   | (23,942)         | (18,582)         | (34,063)         |
| Proceeds from sale of assets and other   | 1,512            | 2,165            | 1,784            |
| Purchase of businesses, net of cash acquired   | (65,430)         | (21,050)         | (422,883)        |
| Net cash used in continuing investing activities   | (87,860)         | (37,467)         | (455,162)        |
| Net cash provided by discontinued investing activities   | -                | -                | 33,640           |
| Net cash used in investing activities  | (87,860)         | (37,467)         | (421,522)        |
| <b>Cash flows from financing activities:</b>   |                  |                  |                  |
| Proceeds from exercises of stock options (including income tax benefit)  | 11,376           | 6,331            | 14,620           |
| Dividends paid   | (28,152)         | (26,727)         | (25,271)         |
| Deferred financing costs paid  | -                | -                | (1,616)          |
| Borrowings from line of credit   | 448,000          | 638,000          | 810,500          |
| Repayment of borrowings from line of credit  | (480,000)        | (695,500)        | (580,500)        |
| Net (decrease) increase in book cash overdraft   | (7,935)          | (18,096)         | 14,506           |
| Net cash (used in) provided by financing activities  | (56,711)         | (95,992)         | 232,239          |
| Net increase (decrease) in cash and cash equivalents   | 5,293            | 7,412            | (120,976)        |
| Cash and cash equivalents at beginning of year   | 34,153           | 26,741           | 147,717          |
| <b>Cash and cash equivalents at end of year</b>  | <b>\$ 39,446</b> | <b>\$ 34,153</b> | <b>\$ 26,741</b> |
| <b>Supplemental data:</b>  |                  |                  |                  |
| Cash (refunded) paid for income taxes, net of refunds received   | \$ (108)         | \$ 1,426         | \$ 3,529         |
| Excess tax benefit from exercise of options  | 383              | 57               | 28               |
| Cash received from exercise of options   | 10,993           | 7,145            | 13,721           |
| Cash interest paid   | 3,398            | 4,740            | 12,626           |
| Non-cash investing activities:   |                  |                  |                  |
| Common stock issued for business acquired  | \$ -             | \$ 1,198         | \$ 621           |



## Condensed Consolidated Segment Information

| Year ended October 31,<br>(in thousands)                 | 2010                | 2009                | 2008                |
|--|---------------------|---------------------|---------------------|
| <b>Revenues</b>  |                     |                     |                     |
| Janitorial   | \$ 2,337,940        | \$ 2,382,025        | \$ 2,492,270        |
| Parking  | 469,398             | 457,477             | 475,349             |
| Security   | 336,249             | 334,610             | 333,525             |
| Engineering  | 350,787             | 305,694             | 319,847             |
| Corporate  | 1,373               | 2,017               | 2,599               |
|  | <b>\$ 3,495,747</b> | <b>\$ 3,481,823</b> | <b>\$ 3,623,590</b> |
| <b>Operating profit</b>                                  |                     |                     |                     |
| Janitorial   | 140,983             | 139,858             | 118,538             |
| Parking  | 22,738              | 20,285              | 19,438              |
| Security   | 7,487               | 8,221               | 7,723               |
| Engineering  | 21,955              | 19,658              | 19,129              |
| Corporate  | (84,324)            | (95,915)            | (65,319)            |
| Operating profit   | 108,839             | 92,107              | 99,509              |
| Credit loss on auction rate security:                    |                     |                     |                     |
| Gross other-than-temporary impairment losses ("OTTI")    | -                   | 3,695               |                     |
| OTTI recognized in earnings (other comprehensive income) | 127                 | (2,129)             | -                   |
| Interest expense   | 4,639               | 5,881               | 15,193              |
| Income from continuing operations before income taxes    | \$ 104,073          | \$ 84,660           | \$ 84,316           |
| <b>Total Identifiable Assets *</b>                       |                     |                     |                     |
| Janitorial   | \$ 902,541          | \$ 881,862          | \$ 1,030,761        |
| Parking  | 145,801             | 100,549             | 102,740             |
| Security   | 112,194             | 107,667             | 107,203             |
| Engineering  | 68,710              | 68,482              | 64,588              |
| Corporate  | 313,772             | 347,239             | 224,939             |
|  | <b>\$ 1,543,018</b> | <b>\$ 1,505,799</b> | <b>\$ 1,530,231</b> |

\* Excludes assets of discontinued operations of \$5.7 million, \$15.4 million and \$45.7 million as of October 31, 2010, 2009 and 2008, respectively.

## Report of Independent Registered Public Accounting Firm

The Board of Directors and Stockholders, ABM Industries Incorporated:

We have audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States), the consolidated balance sheets of ABM Industries Incorporated and subsidiaries as of October 31, 2010 and 2009, and the related consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended October 31, 2010 (not presented herein); and in our report dated December 23, 2010, we expressed an unqualified opinion on those consolidated financial statements.

In our opinion, the information set forth in the accompanying condensed consolidated balance sheets of ABM Industries Incorporated and subsidiaries as of October 31, 2010 and 2009, and the related condensed consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for each of the years in the three-year period ended October 31, 2010 is fairly stated, in all material respects, in relation to the consolidated financial statements from which it has been derived.

**KPMG LLP**

KPMG LLP  
New York, New York  
December 23, 2010

## Board of Directors

### **Maryellen C. Herringer** (a, b)

Chairman of the Board  
Attorney at Law

### **Dan T. Bane** (b, c)

Chairman and Chief Executive  
Officer, Trader Joe's Company

### **Linda Chavez** (b, d)

President, Center for Equal  
Opportunity

### **J. Philip Ferguson** (c, d)

Former Chairman, President  
and Chief Investment Officer,  
AIM Capital Management, Inc.

### **Tony G. Fernandes** (c)

Former Chairman, President  
and Chief Executive Officer of  
Phillip Services Corporation

### **Luke S. Helms** (a, c, d)

Managing Partner,  
Sonata Capital Management

### **Henry L. Kotkins, Jr.** (b, d)

Chairman and Chief Executive  
Officer, Skyway Luggage  
Company

### **Henrik C. Slipsager** (a)

President and Chief Executive  
Officer

### **William W. Steele** (a, c)

Former President and Chief  
Executive Officer

(a) Executive Committee

(b) Compensation Committee

(c) Audit Committee

(d) Governance Committee

## Executive Officers

### **Henrik C. Slipsager** (a)

President and Chief Executive  
Officer

### **James S. Lusk**

Executive Vice President  
and Chief Financial Officer

### **James P. McClure**

Executive Vice President  
and President, Janitorial  
Services

### **Tracy K. Price**

Executive Vice President  
and President, Engineering  
Services

### **Steven M. Zaccagnini**

Executive Vice President  
and President, Facility  
Services

### **Erin M. Andre**

Senior Vice President,  
Human Resources

### **Dean Chin**

Senior Vice President,  
Controller and  
Chief Accounting Officer

### **David L. Farwell**

Senior Vice President,  
Investor Relations

### **Sarah H. McConnell**

Senior Vice President,  
General Counsel and Secretary

## Special Notices

### **Listing:**

New York Stock Exchange

### **Ticker Symbol:**

ABM

### **Registrar and Transfer Agent**

BNY Mellon Shareowner Services

P.O. Box 358015

Pittsburgh, PA 15252-8015

Tel: 800-850-3292

e-mail: [www.shrrelations@bnymellon.com](mailto:www.shrrelations@bnymellon.com)

Web Address: [www.bnymellon.com/shareowner/isd](http://www.bnymellon.com/shareowner/isd)

### **Auditors**

KPMG LLP

345 Park Avenue

New York, NY 10154

### **Annual Report on Form 10-K**

Additional copies available to stockholders  
at no charge upon request to:

ABM Corporate Communications

551 Fifth Avenue, Suite 300

New York, NY 10176 or at

[www.abm.com](http://www.abm.com)

### **Stockholders**

As of December 31, 2010, there were 2,874  
registered holders of the Company's Common  
Stock, in addition to stockholders in street name.

### **Annual Meeting**

The Annual Meeting of Stockholders of ABM  
Industries Incorporated will be held on Tuesday,  
March 8, 2011, at 10:00 a.m. at the Sofitel Hotel  
45 West 44th Street, New York, NY 10036.

### **Dividends**

The Company has paid quarterly cash dividends on  
its Common Stock without interruption since 1965.  
The Board of Directors considers the payment of  
cash dividends on a quarterly basis, subject to the  
Company's earnings, financial condition and other  
factors.





Kenny Vargas-Garcia



Larry Anderson



Undercover Boss  
Henrik Slipsager



Maria Dedvukaj



Peter Gal

## UNDERCOVER BOSS

Aired on CBS, December 5, 2010.

*"My family taught me since I was a little boy to take pride in what you do and to always strive to be better; don't compromise. I try to bring that attitude to my job every day. I know if I push myself, as I was taught to do, I will not only be the best person I can be, but will do more good for our customers and the Company. I can make a difference."*

- Kenny Vargas-Garcia  
Shuttle Bus Driver/Management Trainee  
Ampco System Parking

*"As my experience with Undercover Boss made clear, these employees – the backbone of ABM – often perform their roles in the dark of night or behind the scenes, but they ultimately stand out as the true "stars" of this Company."*

- Henrik Slipsager (a.k.a. "Edward")  
President and CEO  
ABM Industries Incorporated

### ABM Corporate Headquarters

551 Fifth Avenue, Suite 300  
New York, NY 10176

212-297-0200  
www.abm.com

ABM-1001-0110

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