

ABM INVESTOR DAY 2018



2020 Vision IN FOCUS ▶

January 18, 2018

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.

2020 Vision Making History

Scott Salmirs

President & Chief Executive Officer

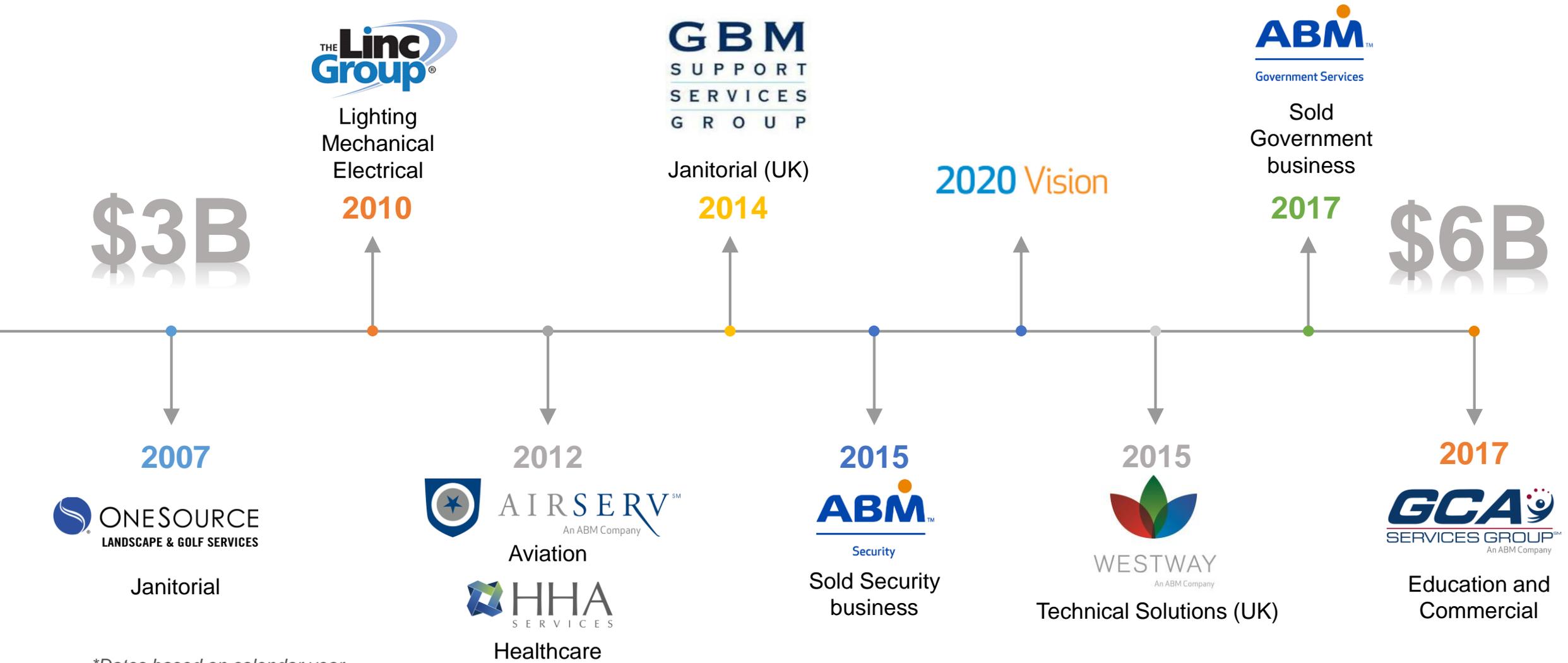
2020 Vision
IN FOCUS ▶

January 18, 2018



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



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



2015: An Inefficient Operating Framework

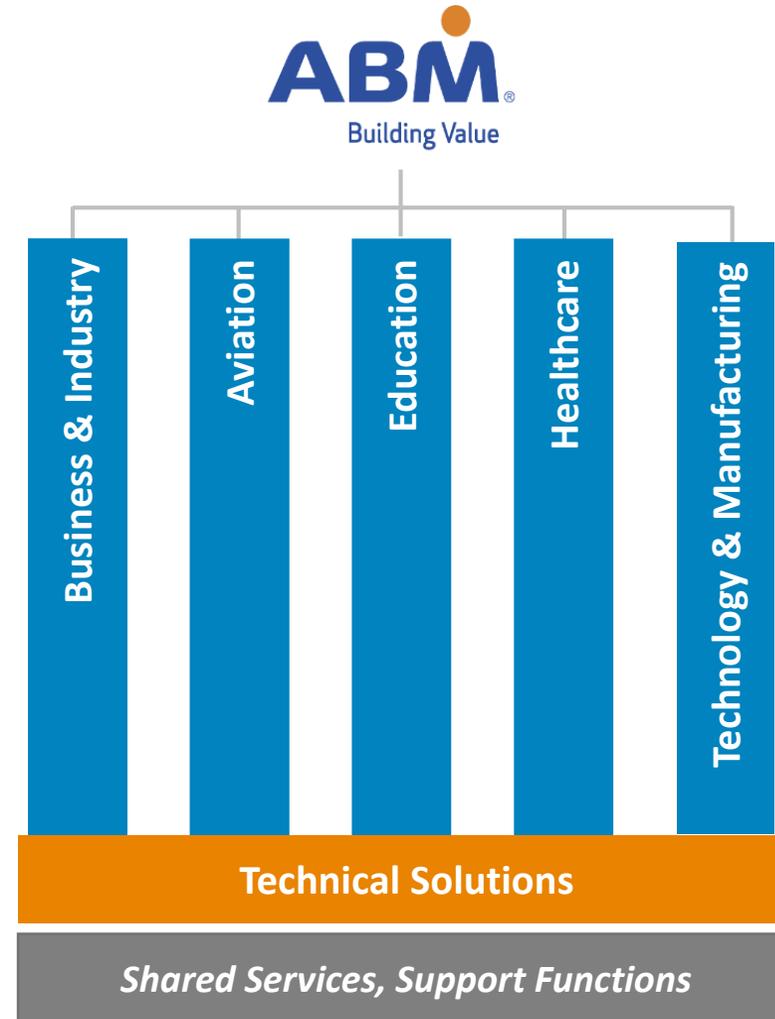
- 14 accounting centers
- No central procurement
- Inconsistent IT approach
- No operating leverage

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 recast 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 \$ <i>% of Revenue</i>	\$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

Understanding The New ABM

Scott Giacobbe
Chief Operating Officer

2020 Vision
IN FOCUS ▶

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ABM

PURPOSE

To take care of the people, spaces and places that are important to you

VISION

To be the clear choice in the industries we serve through engaged people

MISSION

To make a difference, every person, every day



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

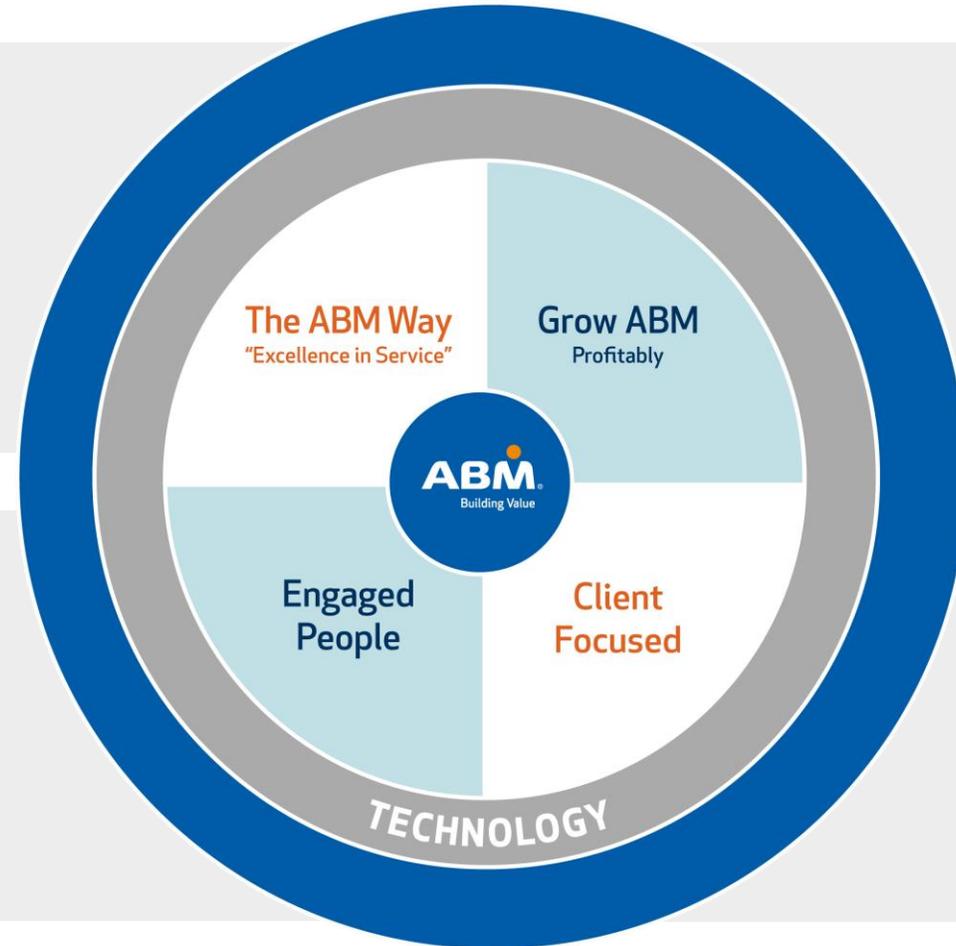


Commit to Results & Growth

Alignment of Key Priorities

The ABM Way

- Account Planning
- Labor Management
- Safety & Risk
- Manager Development



Grow ABM

- Establish a Sales Culture
- Cross-Sell & Up-Sell
- Pursue National Accounts
- Track Performance Scorecards

Engaged People

- Recruit – Onboard – Retain
- Recognize & Reward Achievement
- Support Leadership Development
- Become the Employer of Choice

Client Focused

- Exceed Expectations
- Build Loyalty
- Underscore Ease of Doing Business
- Leverage Technology

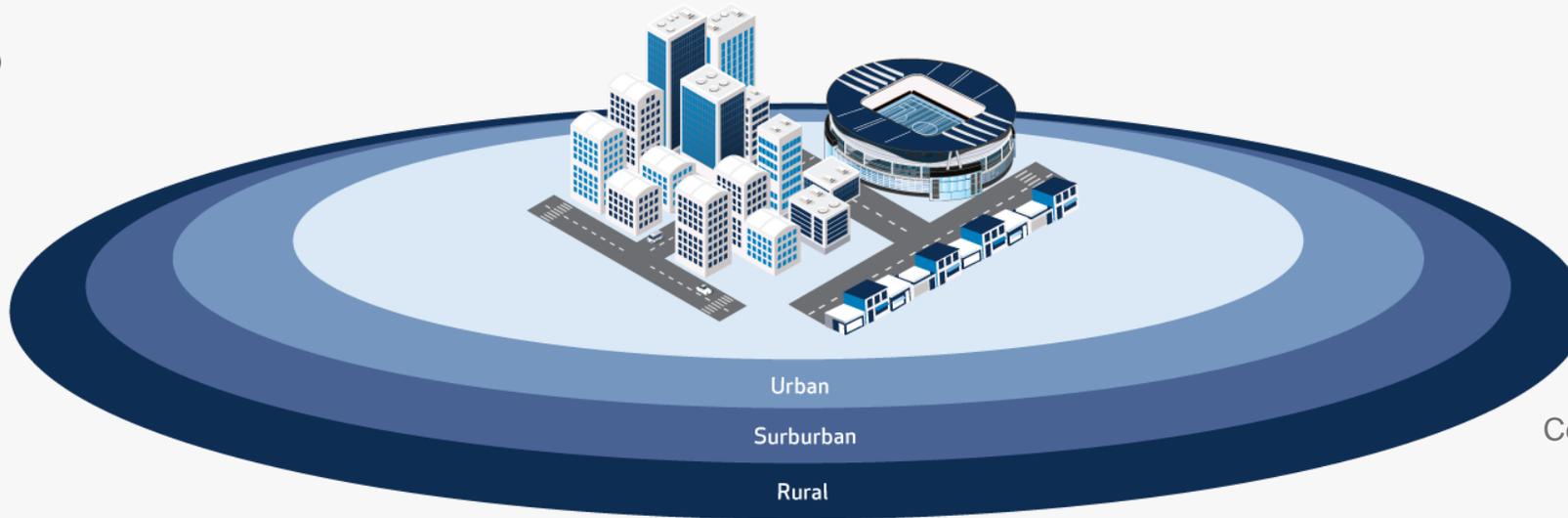
Strategically Focused on Industries Where We Can Win



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



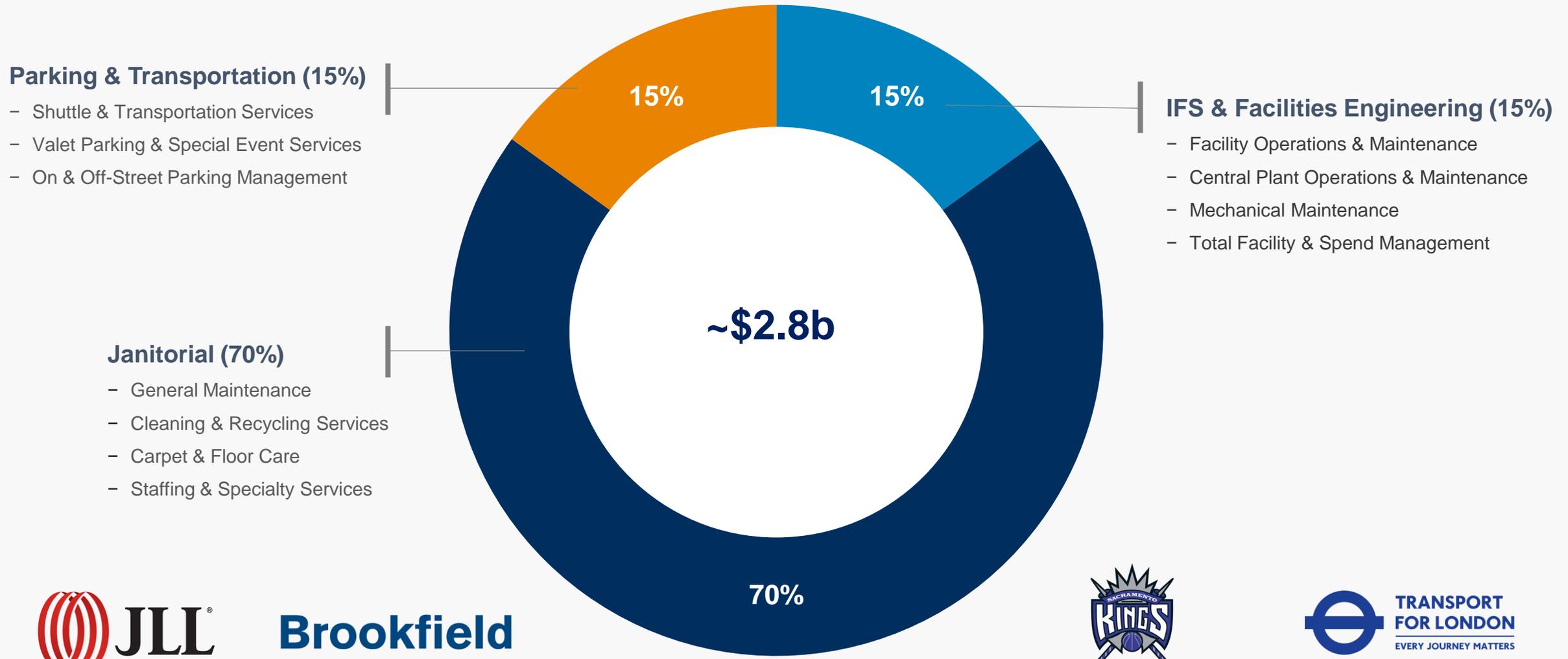
Electrical
& Lighting



Energy

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

Business & Industry: Services We Offer



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

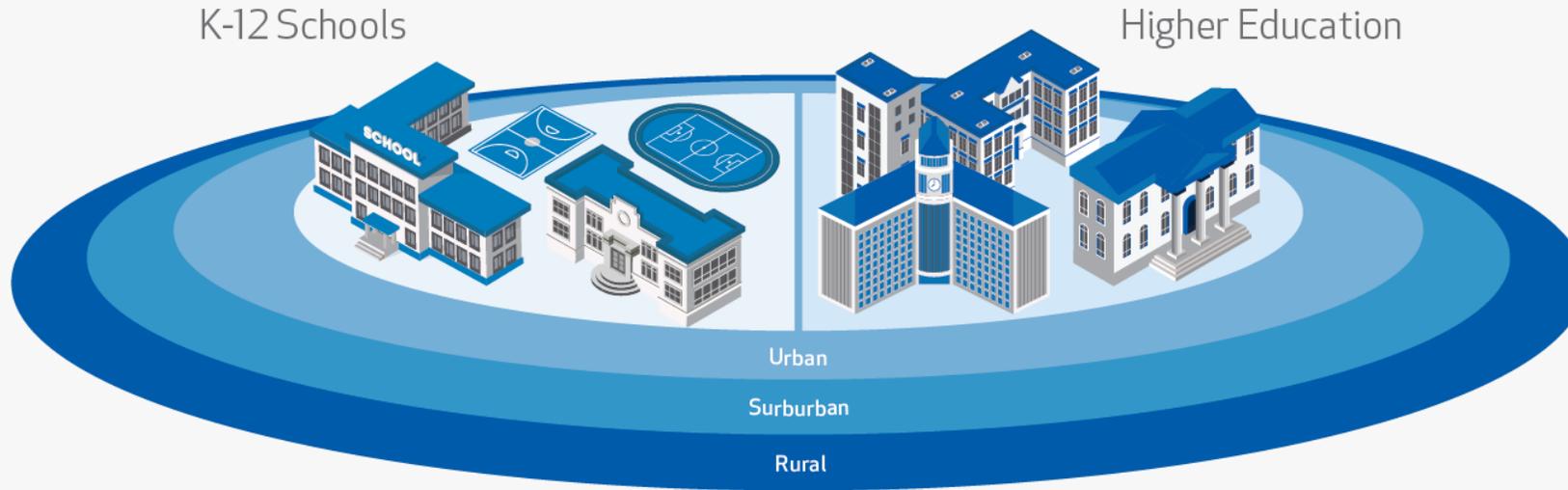
Business and Industry: Long-Term Strategic Priorities to Win

Priorities	Goals	Strategy
Growth 	Focus on healthy organic growth	<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 	Focus on standardization, account planning and safety	<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 	Optimize margin profile through efficiencies	<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



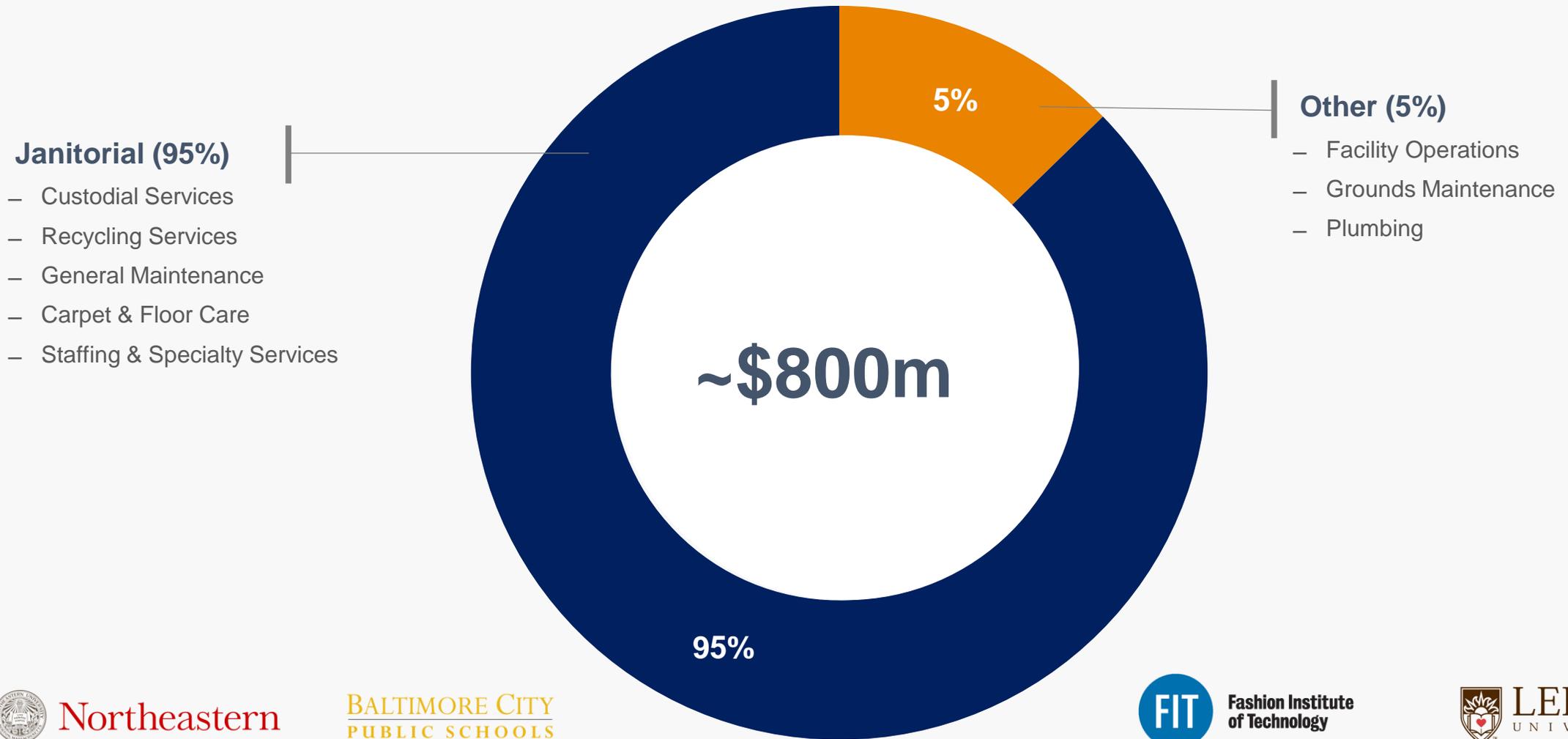
Electrical
& Lighting



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



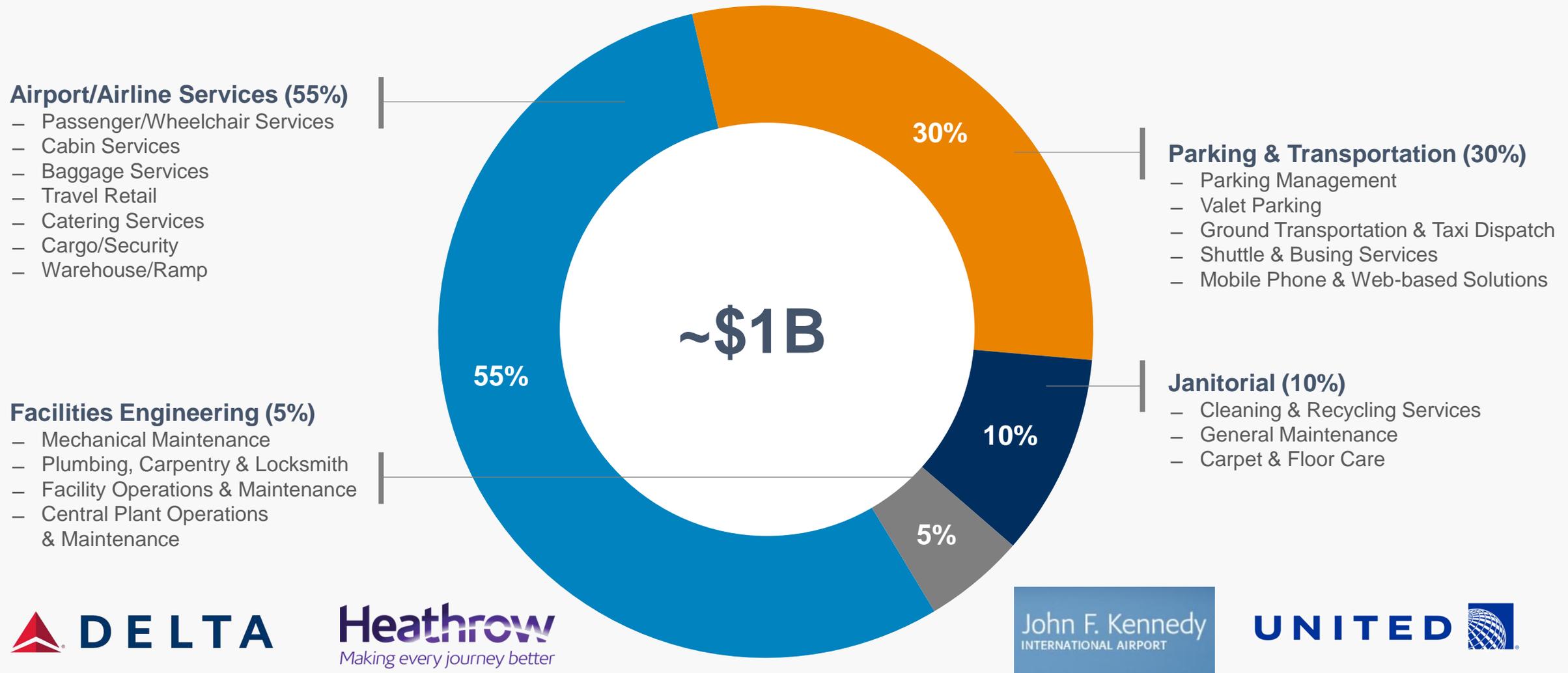
Parking & Transportation



Energy

Source: ACI, First Research, Grandview

Aviation: Services We Offer



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

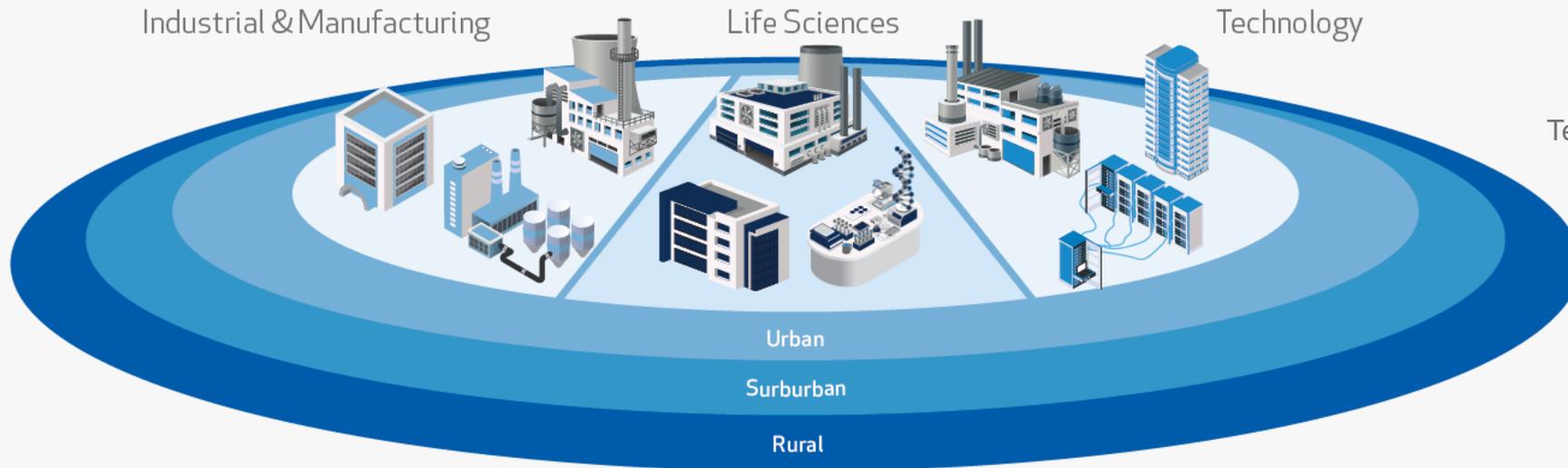
Aviation: Long-Term Strategic Priorities to Win

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 cash flow 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



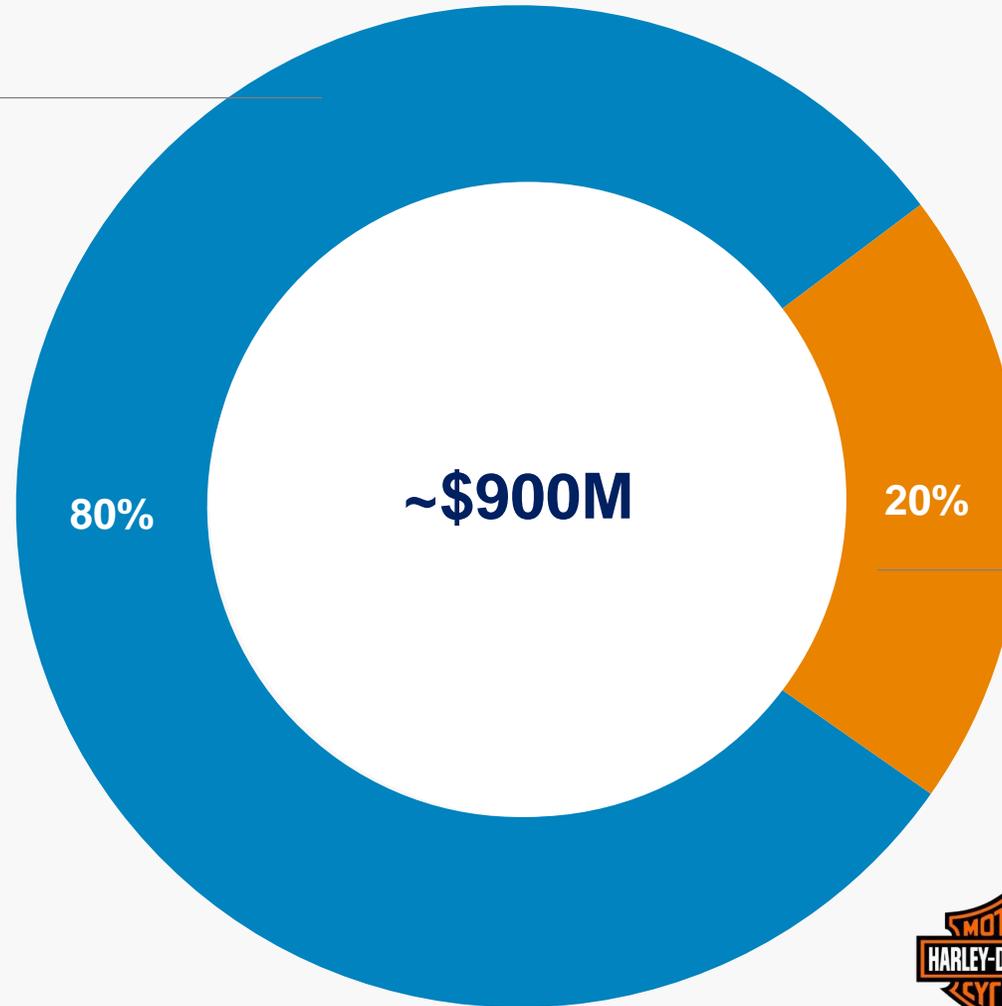
Energy

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



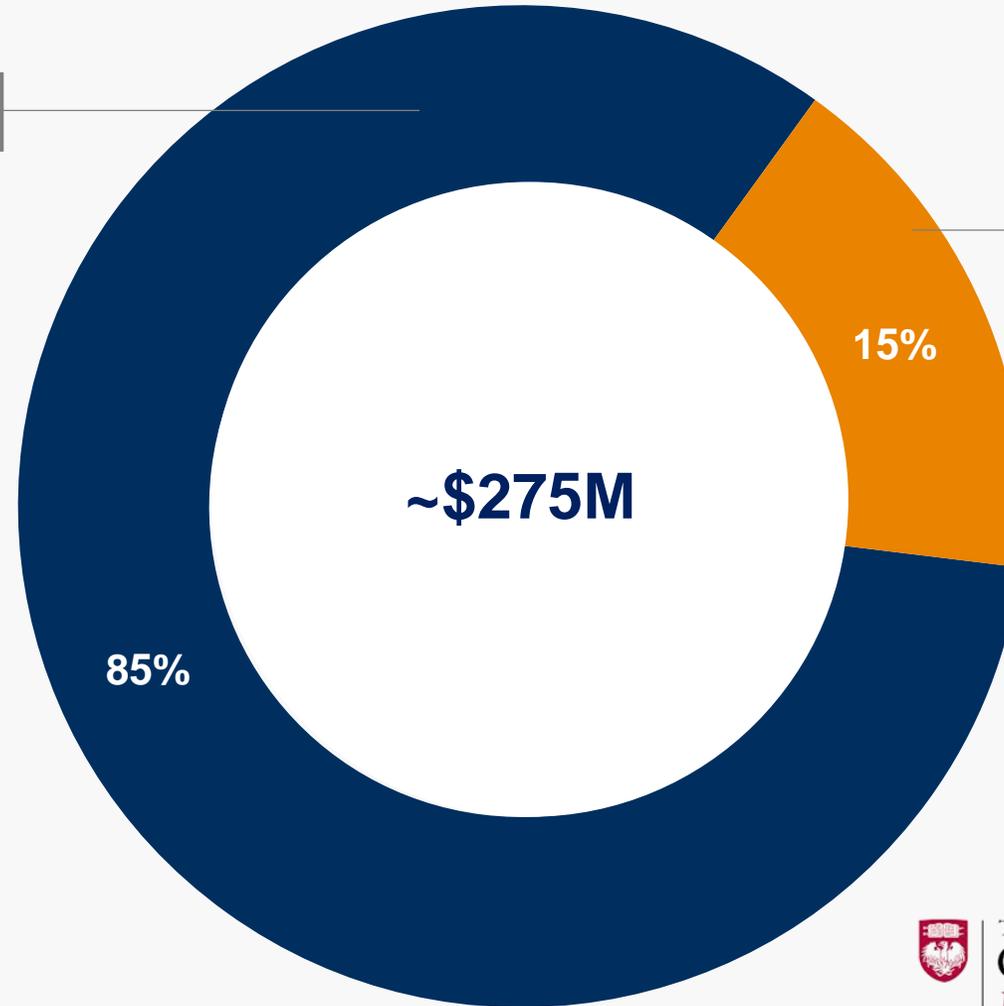
Energy

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

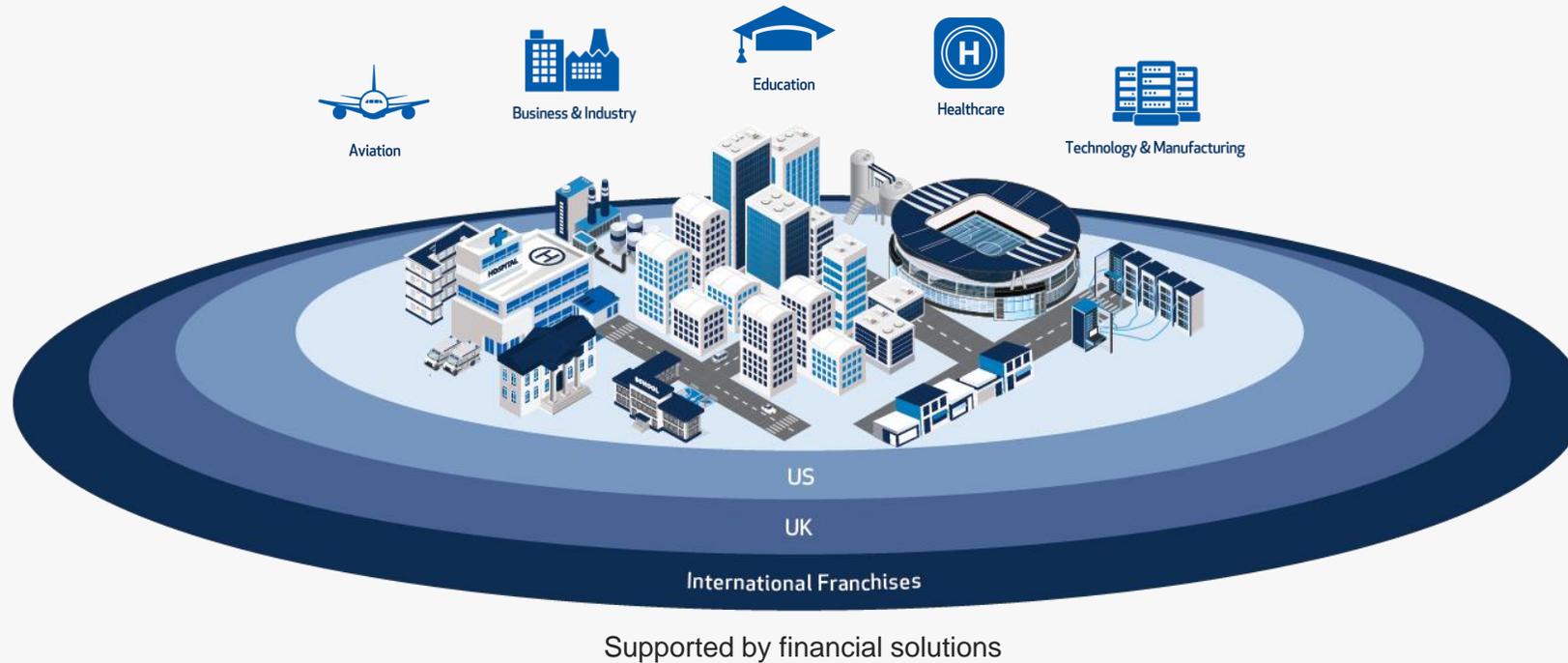
Healthcare: Long-Term Strategic Priorities to Win

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%)

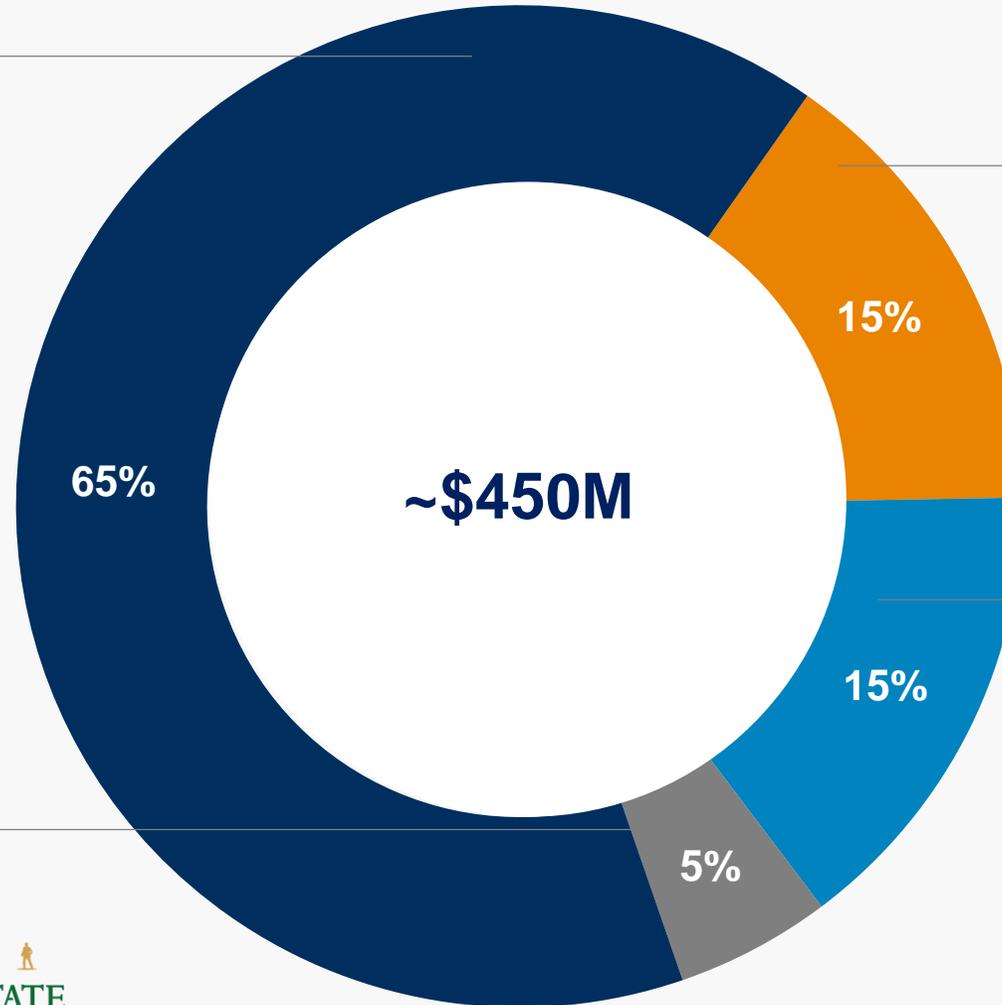
- Proven Selling, Training, & Operational Systems
- Premier Franchisor for Mechanical & Electrical companies
- 269 locations across 18 countries
- Support 1,000+ Service Techs & 550+ Sales Reps

Electrical & Lighting (15%)

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

Power (15%)

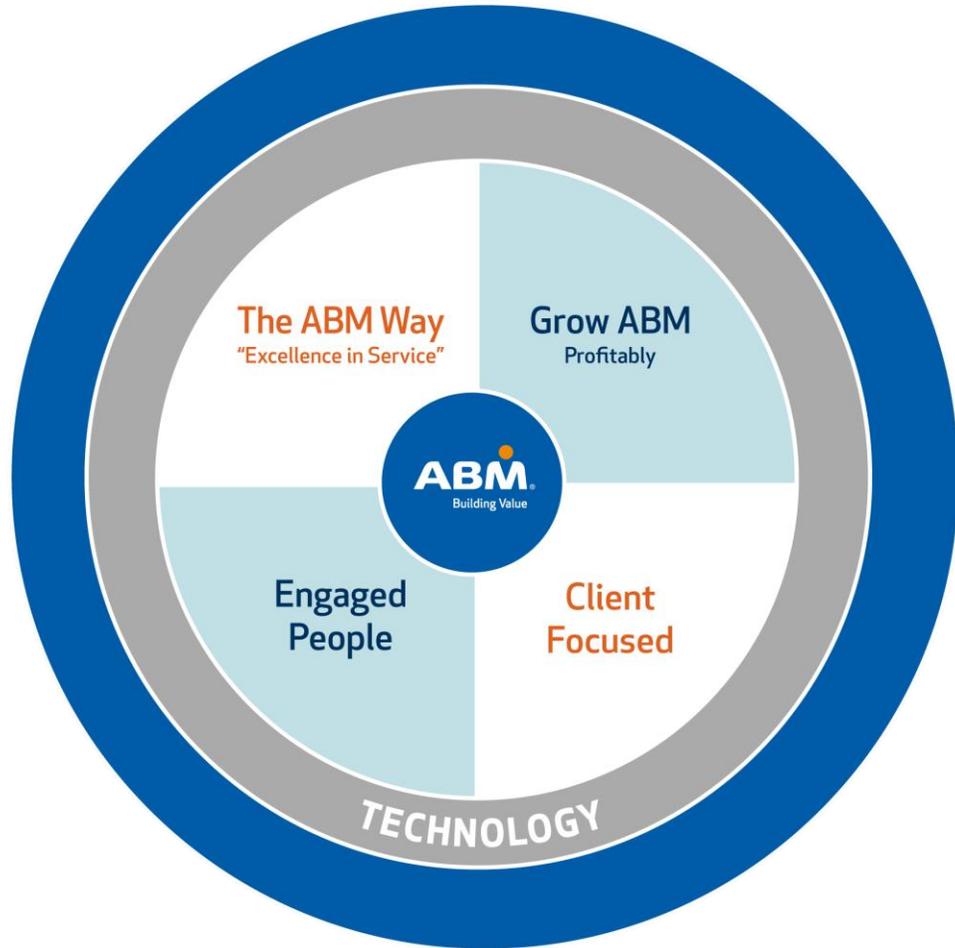
- Reliability Testing
- EV Charger Installation & Services
- Acceptance Testing
- Preventive Maintenance
- Facility System Risk Assessment



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

2020 Vision IN FOCUS ▶

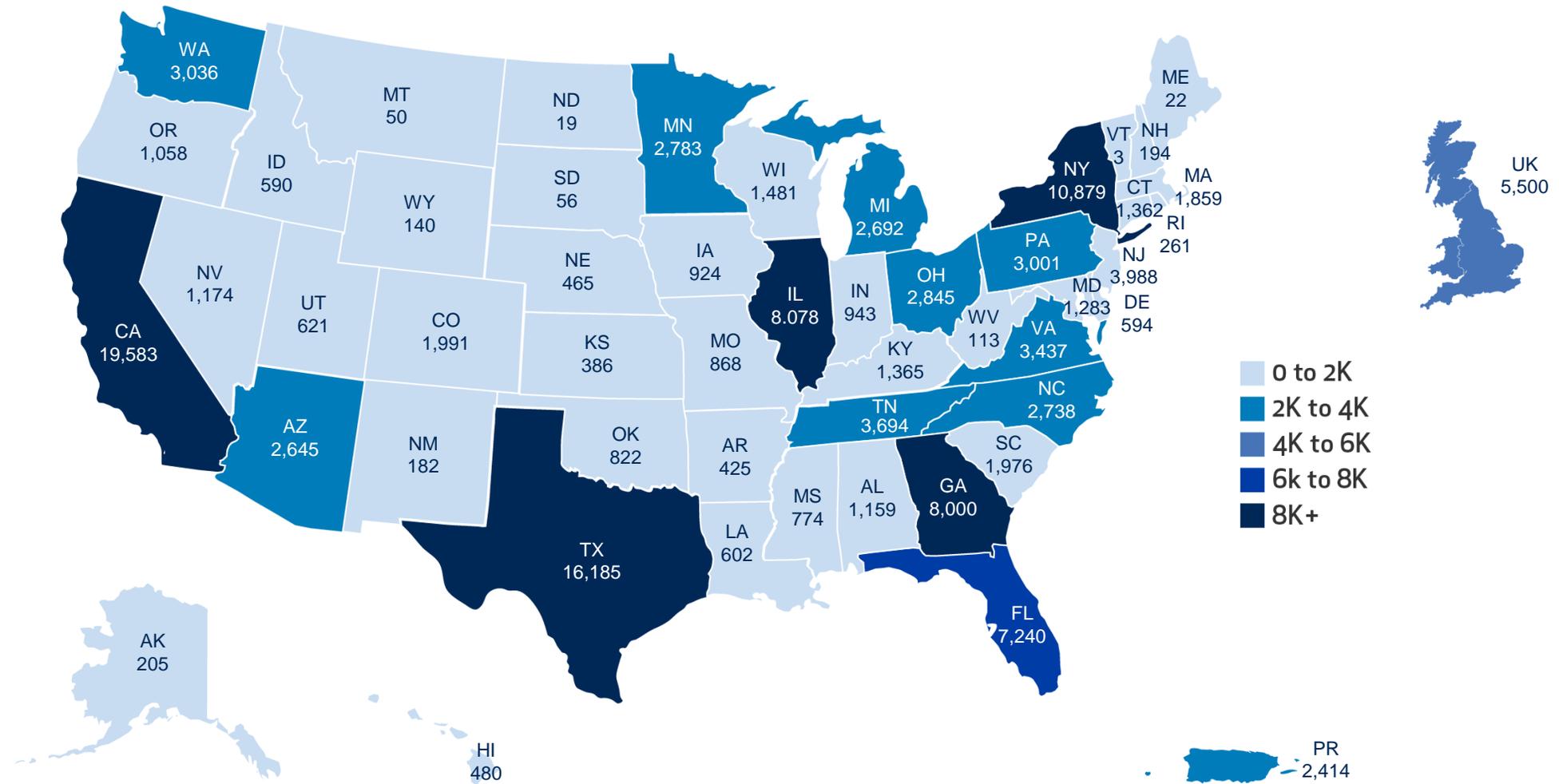
Strength Through Our People

Dave Goodes
Chief Human Resources Officer

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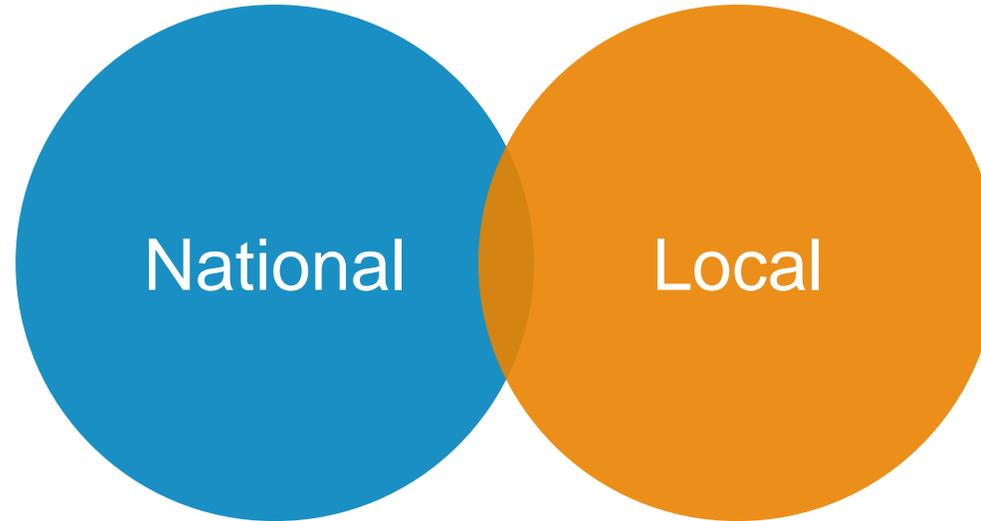
ABM Has ~130K+ Employees



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

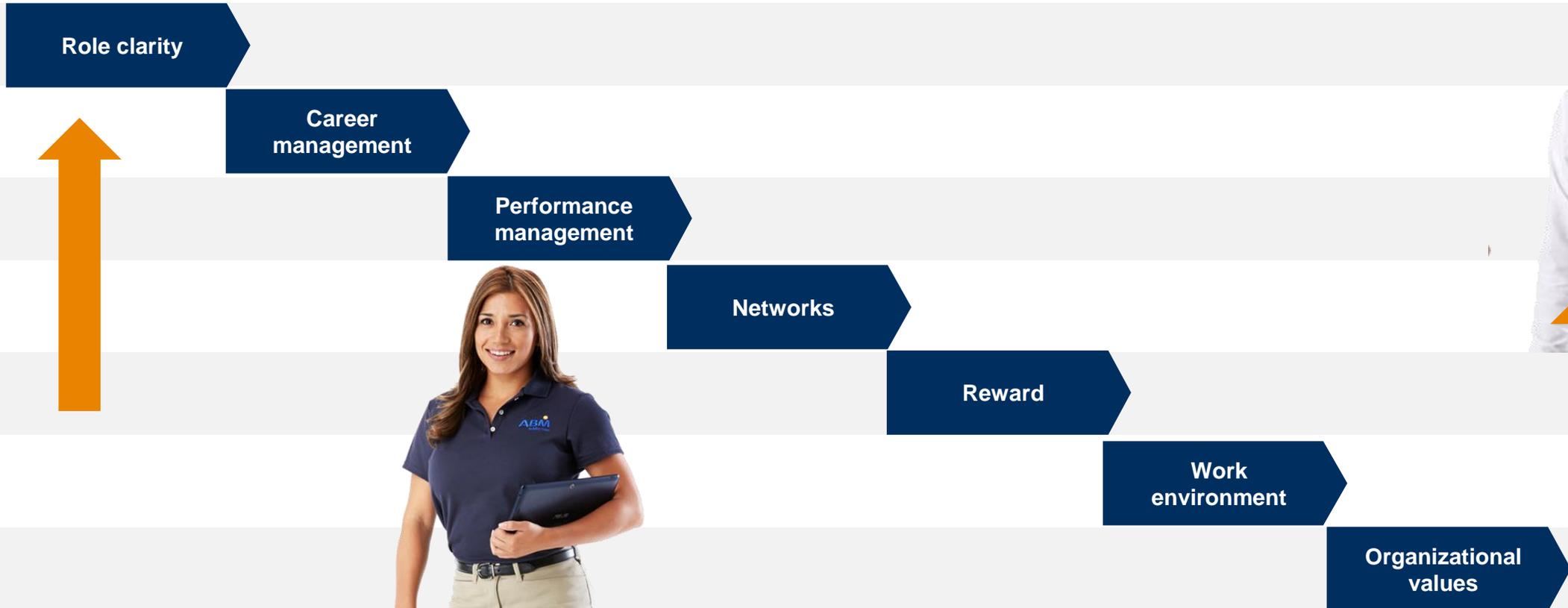
Reduce time to hire

Drive productivity earlier on from candidates

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

Improving Employee Engagement

Engagement driver



ABM'S CULTURE, PROGRAMS AND PROCESSES

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

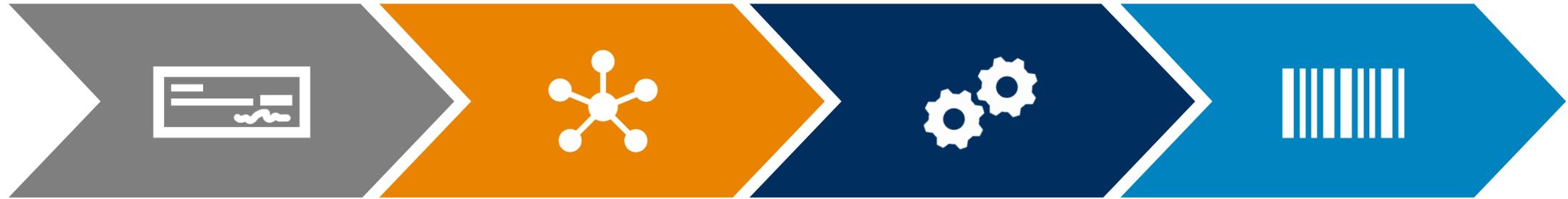
Driving our Future

D. Anthony Scaglione
Chief Financial Officer

2020 Vision
IN FOCUS ▶

January 18, 2018

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

Financial Incentives to Drive Behavior



BUILDING A PAY-FOR-PERFORMANCE CULTURE

Executive Alignment

- Organic Growth
- Adj. EBITDA
- ROIC
- Safety

Industry Group & Corporate Alignment

- Organic Growth
- Gross Profit
- Adj. EBITDA
- Safety

Field Alignment

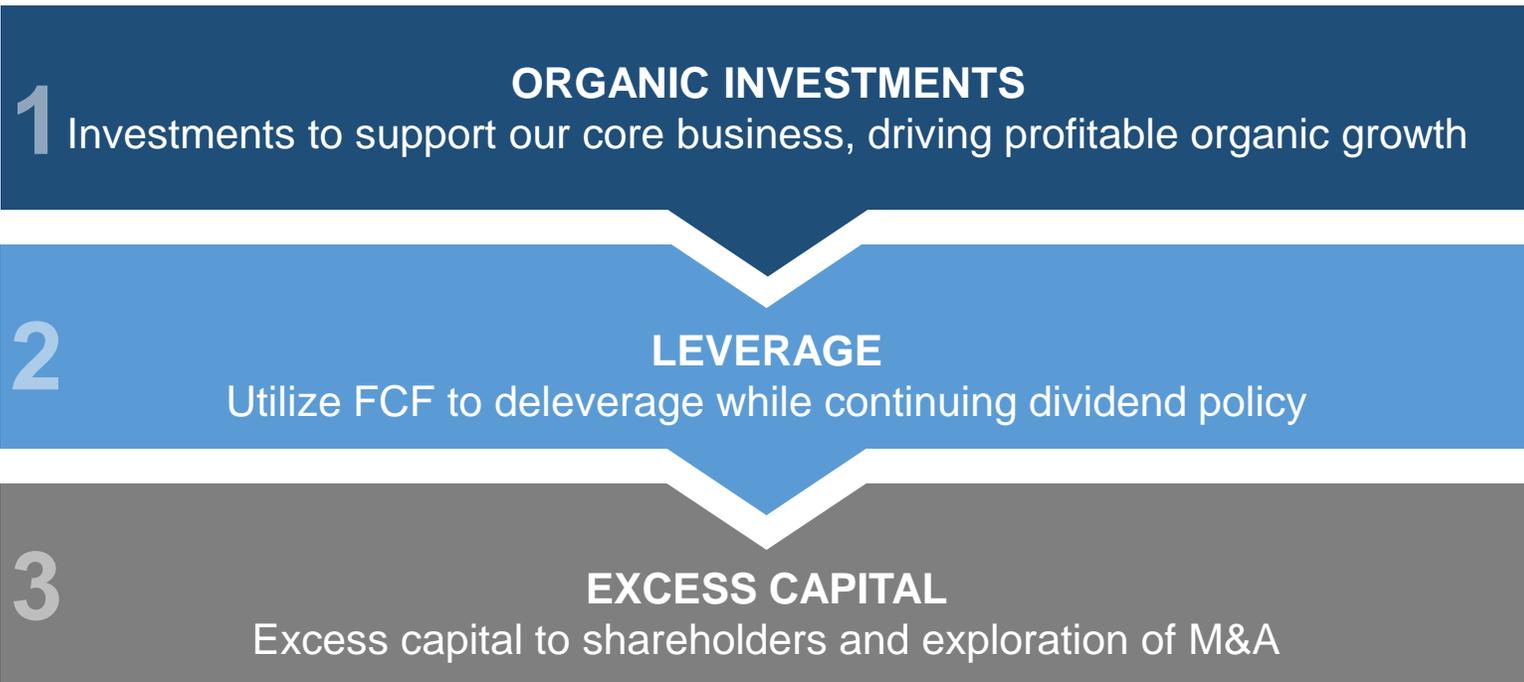
- Account Planning
- Gross Profit
- Safety

FY2015 – 2016

FY2016 – 2017

FY2018+

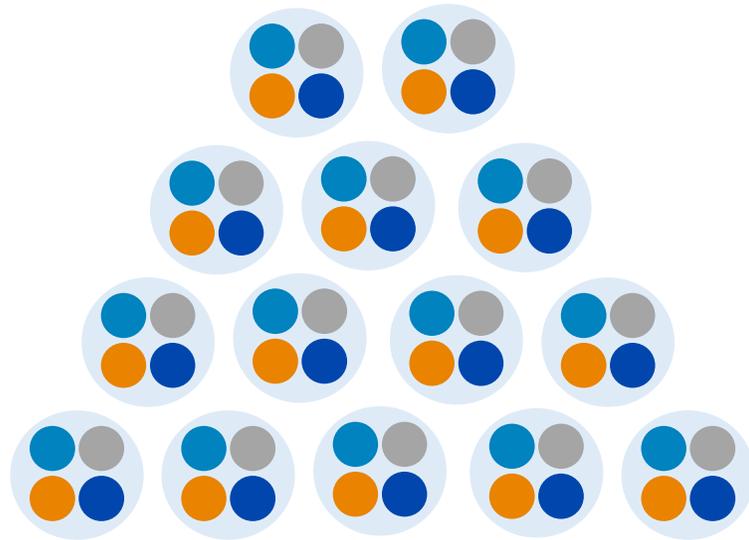
Prioritized Capital Allocation Framework



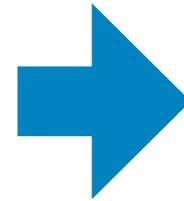
Establishing a Shared Services Center



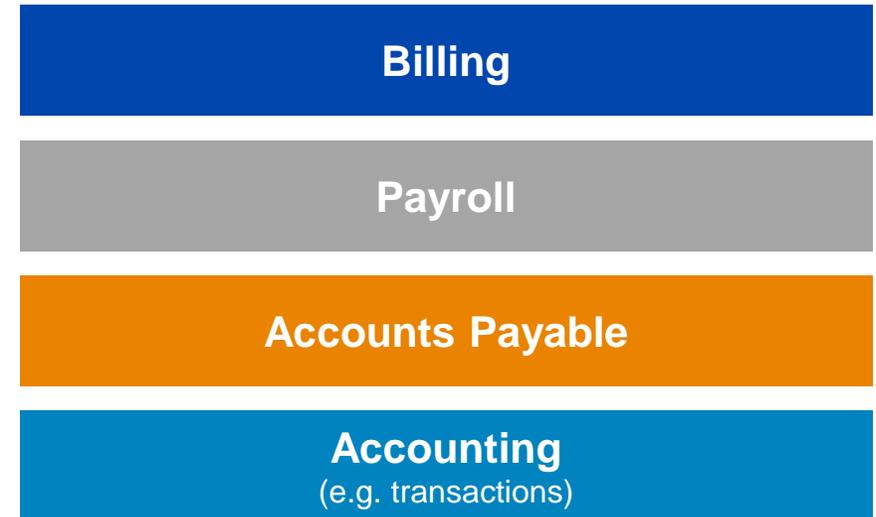
Functions Scattered in the Field



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

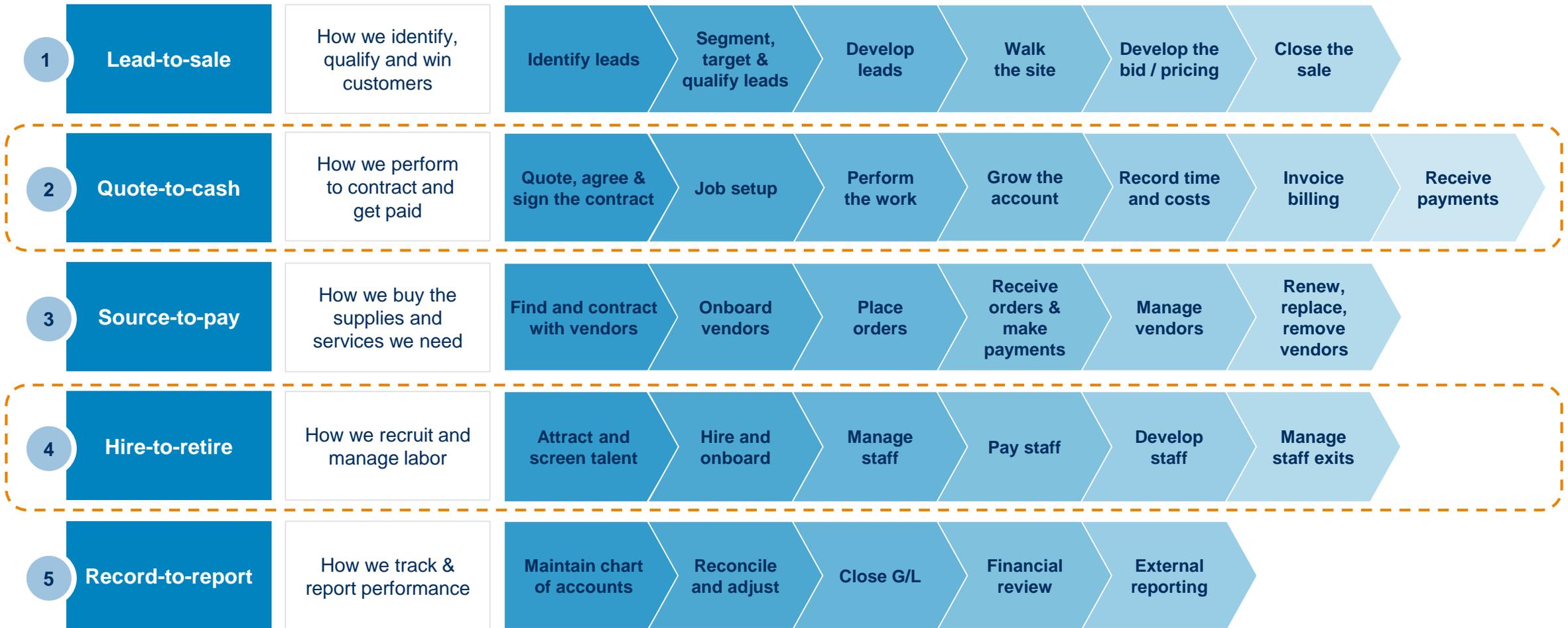


Shared Services Center



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

Further Optimizing the Shared Services Center

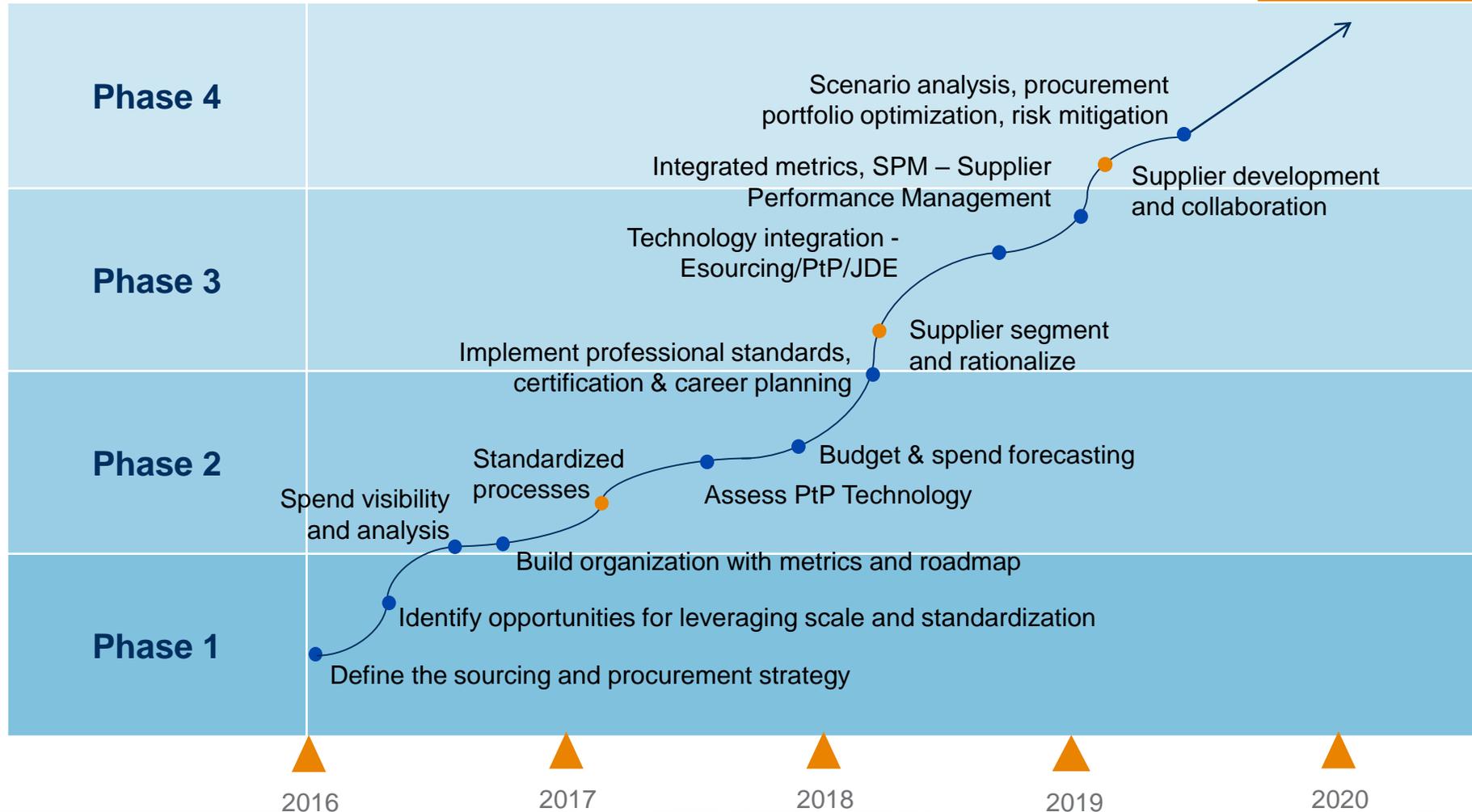


Initial focus areas

A Multi-Year Procurement Process with Increasing Benefits



World-class Procurement function across all Verticals



Risk & Safety



Risk and Safety Culture

From the CEO to our front-line employees, we are committed to “walking the risk and safety talk.” Every day.



Measurable Accountability

- Enhanced accountability program for WC; new programs for GL and AL
- Portion of incentive compensation Safety and Risk performance



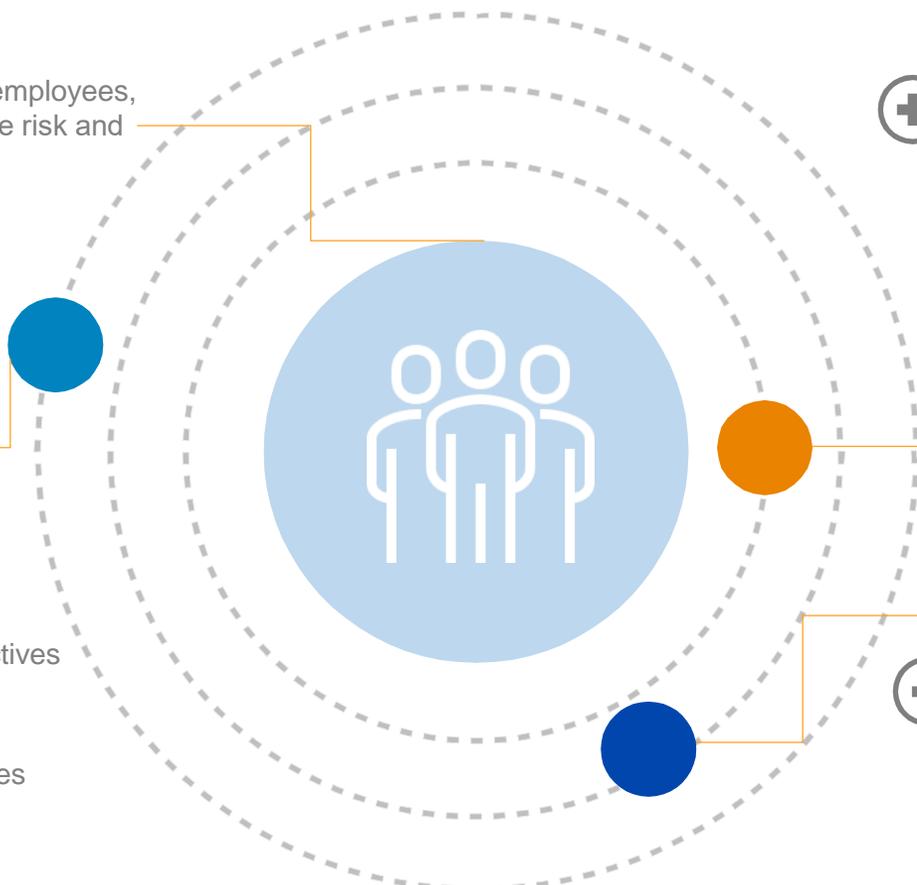
Professional Onboarding and Training

- Aligned cross-functional objectives with Operations, Human Resources, and Legal
- Institution of daily best practices (i.e. “Moment for Safety”)

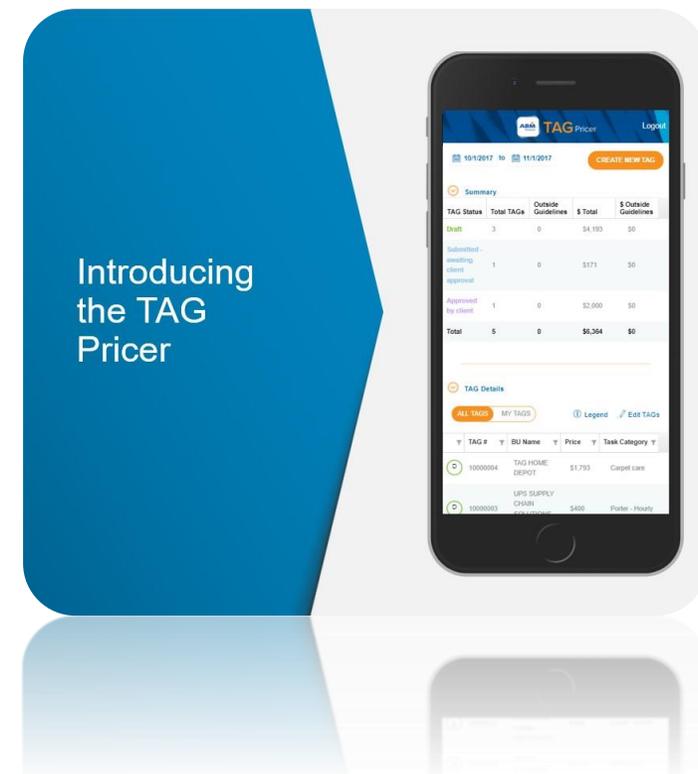
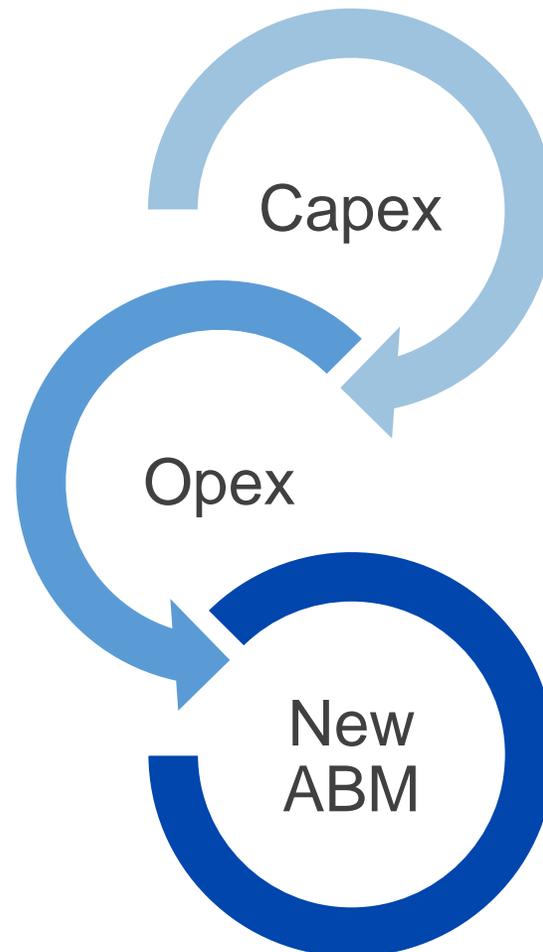


Market-based Assessments

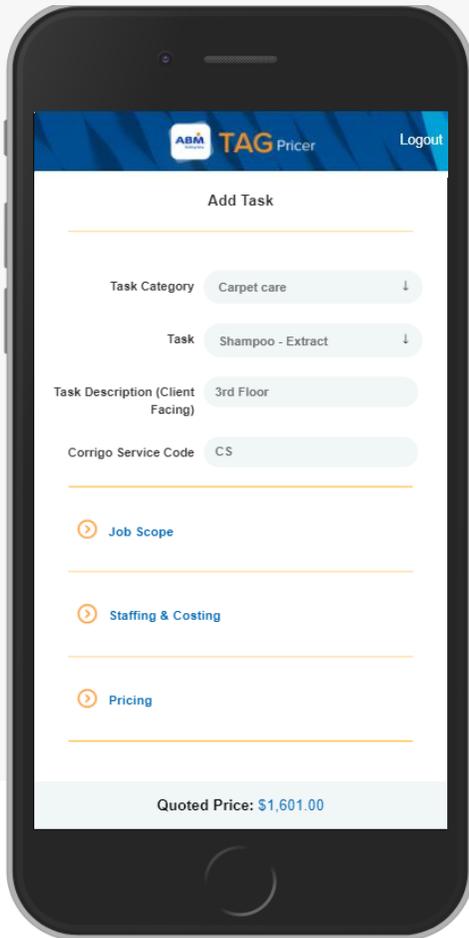
- Exposure modification program



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



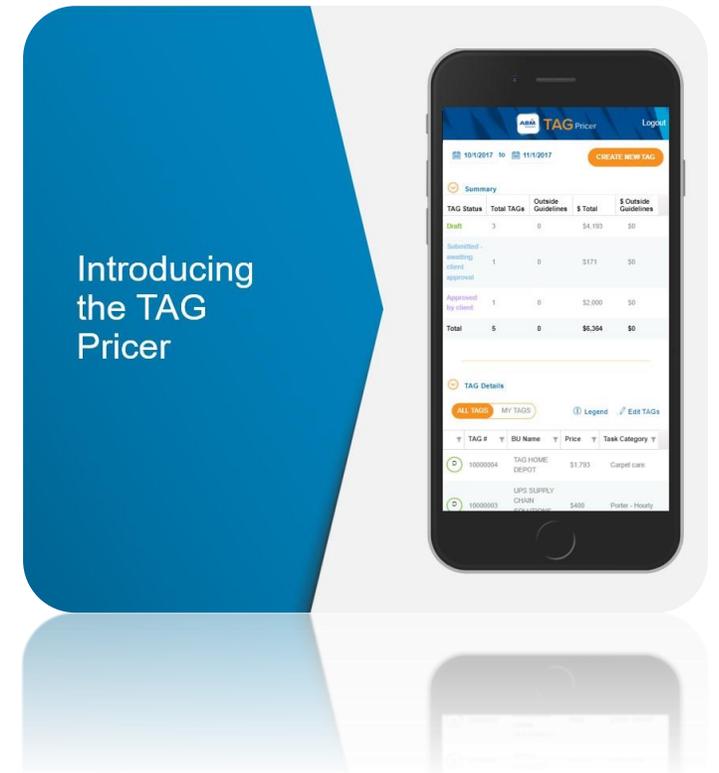
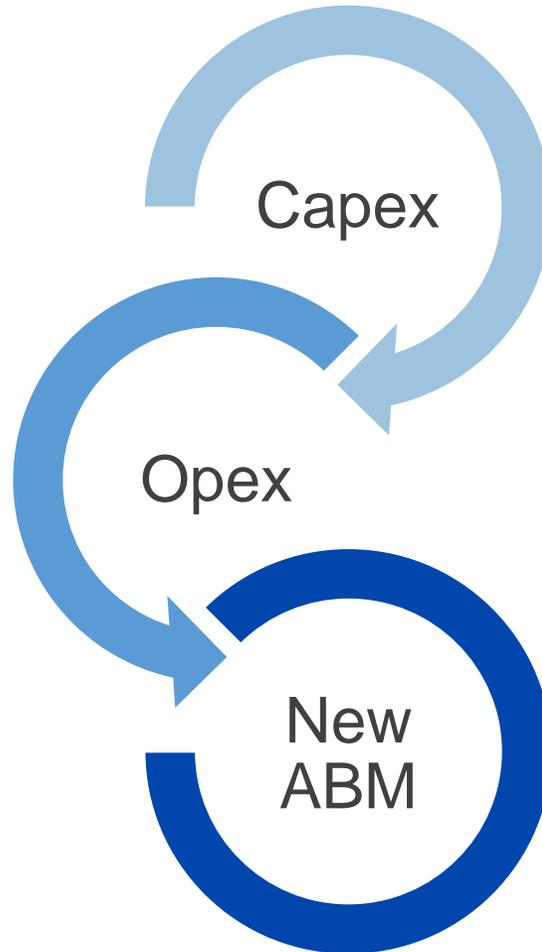
Send proposal to client



Manage TAG pipeline

TAGPricer

Evolving Technology to Support the New ABM



Financial Outlook

D. Anthony Scaglione
Chief Financial Officer

2020 Vision

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January 18, 2018

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.

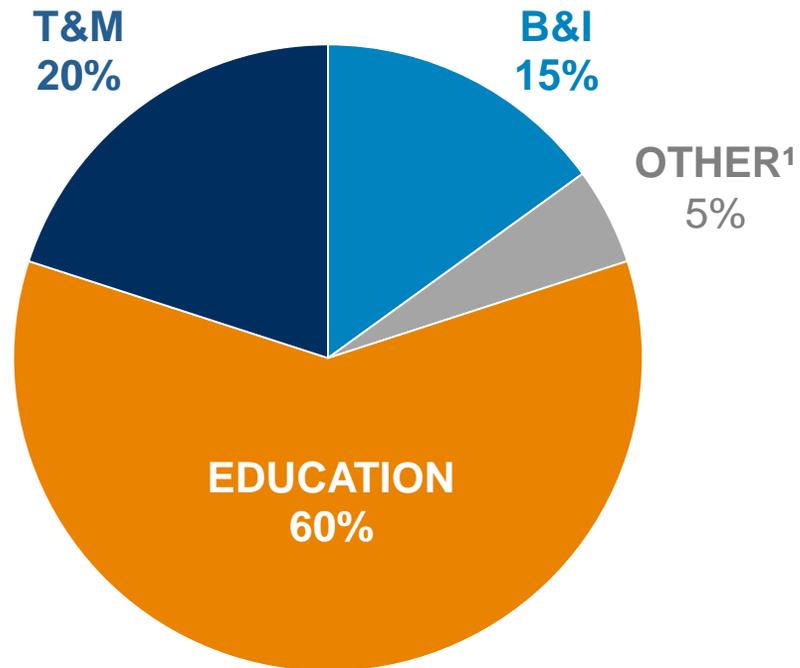
Tax Reform Update

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 Tax Rate	\$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

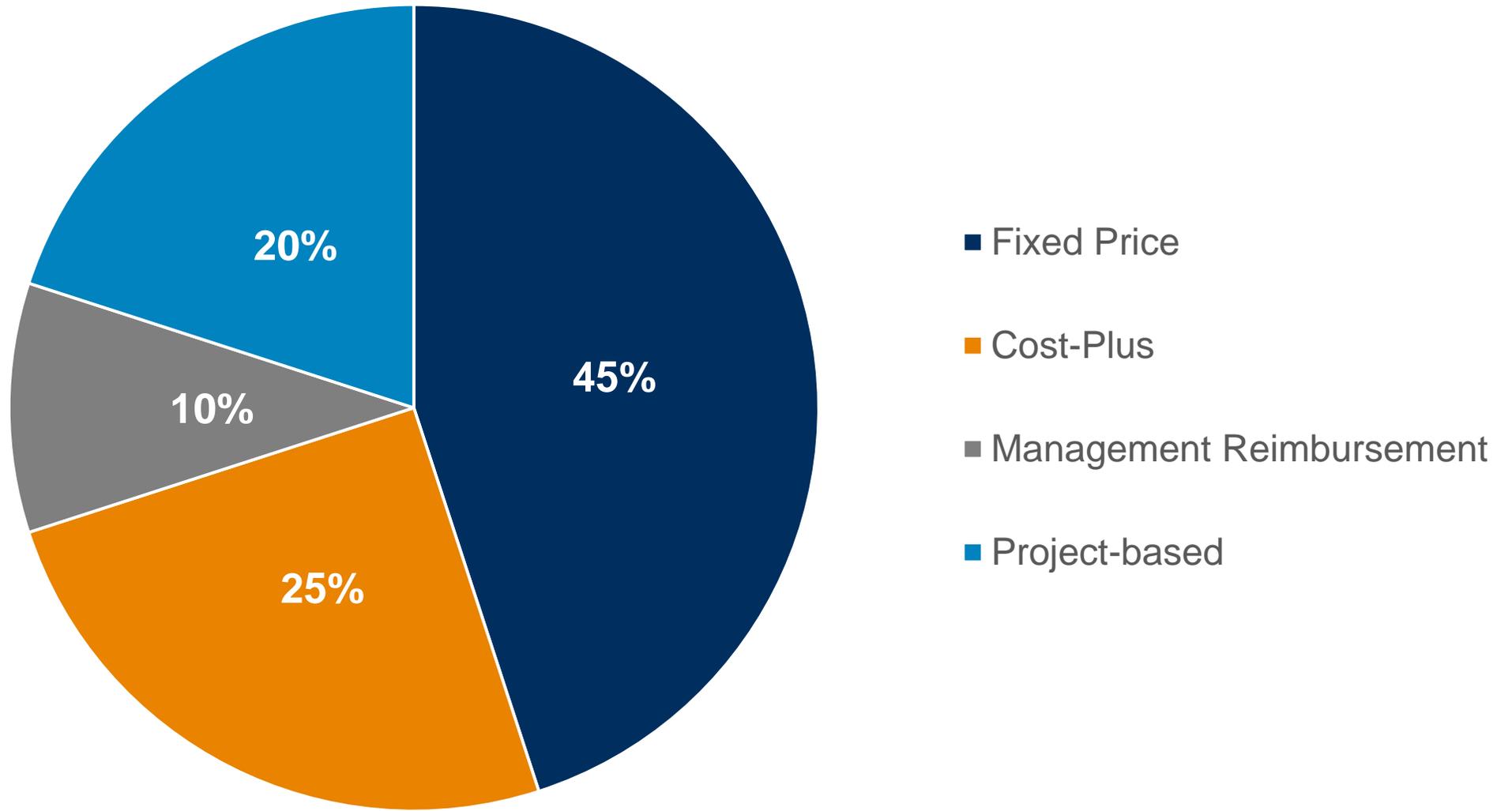
PROGRESS TO DATE

- 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

Closing

Scott Salmirs

President & Chief Executive Officer

2020 Vision

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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

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Appendix

Unaudited Reconciliation of Non-GAAP Financial Measures

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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)	(37.2)	(27.5)
Items impacting comparability, net of taxes	23.8	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 views 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 39.0% 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 statute of limitations and \$2.6M 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)

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)
Adjustments (b)
Adjusted Income from continuing operations per diluted share (a)

Year Ending October 31, 2018	
Low Estimate	High Estimate
\$ 1.33	\$ 1.43
0.37	0.37
<u>\$ 1.70</u>	<u>\$ 1.80</u>

2018 GUIDANCE (Including 2017 Tax Reform Act impact)

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)
Impact from 2017 Tax Reform Act change in federal tax rate and one-time related items
Revised Income from continuing operations per diluted share
Adjustments (b)
Deduct impact from 2017 Tax Reform Act one-time items
Adjusted Income from continuing operations per diluted share (a)

Year Ending October 31, 2018	
Low Estimate	High Estimate
\$ 1.33	\$ 1.43
0.40	0.50
1.73	1.93
0.45	0.45
(0.20)	(0.30)
<u>\$ 1.98</u>	<u>\$ 2.08</u>

(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.

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