

Quality People. Building Solutions.

As of August 18, 2011



Safe Harbor Statement



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current plans and expectations of future events of Comfort Systems USA, Inc. and involve risks and uncertainties that could cause actual future activities and results of operations to be materially different from those set forth in the forward-looking statements. Important factors that could cause actual results to differ include, among others, the use of incorrect estimates for bidding a fixed-price contract, undertaking contractual commitments that exceed our labor resources, failing to perform contractual obligations efficiently enough to maintain profitability, national or regional weakness in construction activity and economic conditions, financial difficulties affecting projects, vendors, customers, or subcontractors, our backlog failing to translate into actual revenue or profits, difficulty in obtaining or increased costs associated with bonding and insurance, impairment to goodwill, errors in our percentage-of-completion method of accounting, the result of competition in our markets, our decentralized management structure, shortages of labor and specialty building materials, retention of key management, seasonal fluctuations in the demand for HVAC systems, the imposition of past and future liability from environmental, safety, and health regulations including the inherent risk associated with self-insurance, adverse litigation results and other risks detailed in our reports filed with the Securities and Exchange Commission. A further list and description of these risks, uncertainties and other factors are discussed under "Item 1A. Company Risk Factors in the Company's Annual Report on Form 10-K for the year ended December 31, 2010." These forward-looking statements speak only as of the date of this filing. Comfort Systems USA, Inc. expressly disclaims any obligation or undertaking to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in our expectations with regard thereto or any change in events, developments, conditions or circumstances on which any such statement is based.

Vision

To be the nation's premier
HVAC and mechanical systems
installation and services provider.



Mission



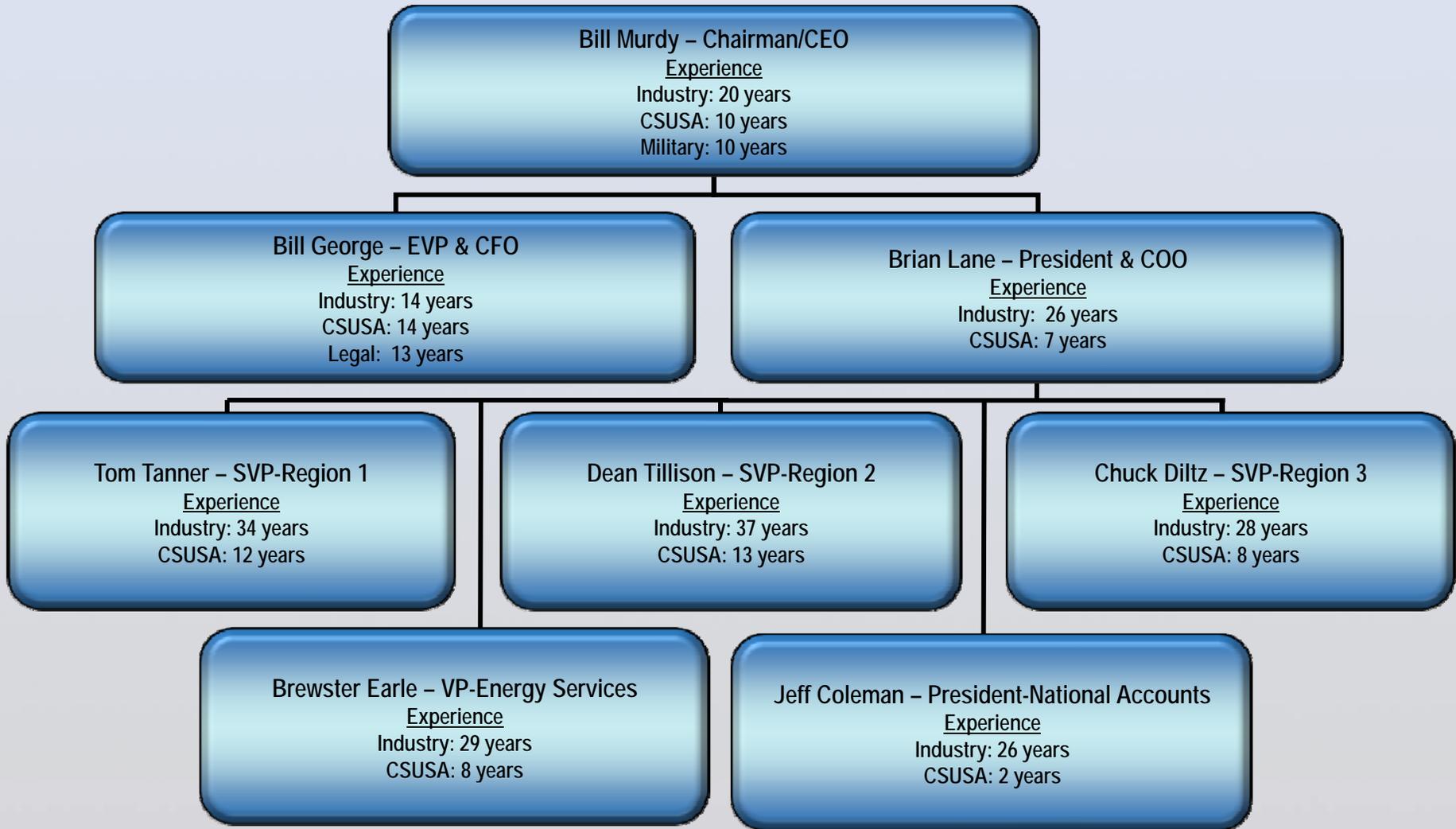
To provide the best value HVAC and mechanical systems installation and service, principally in the mid-market commercial, industrial, and institutional sectors, while caring for our customers, employees and the environment and realizing superior returns for our stockholders.

Values

- Act with honesty and integrity.
- Show respect for all stakeholders.
- Exceed customer expectations.
- Seek “win-win” solutions.
- Demonstrate spirit, drive, and teamwork.
- Pursue innovation.
- Achieve premier safety performance.
- **Commit to energy efficiency.**
- Communicate openly.....and often.
- Impact our communities positively.



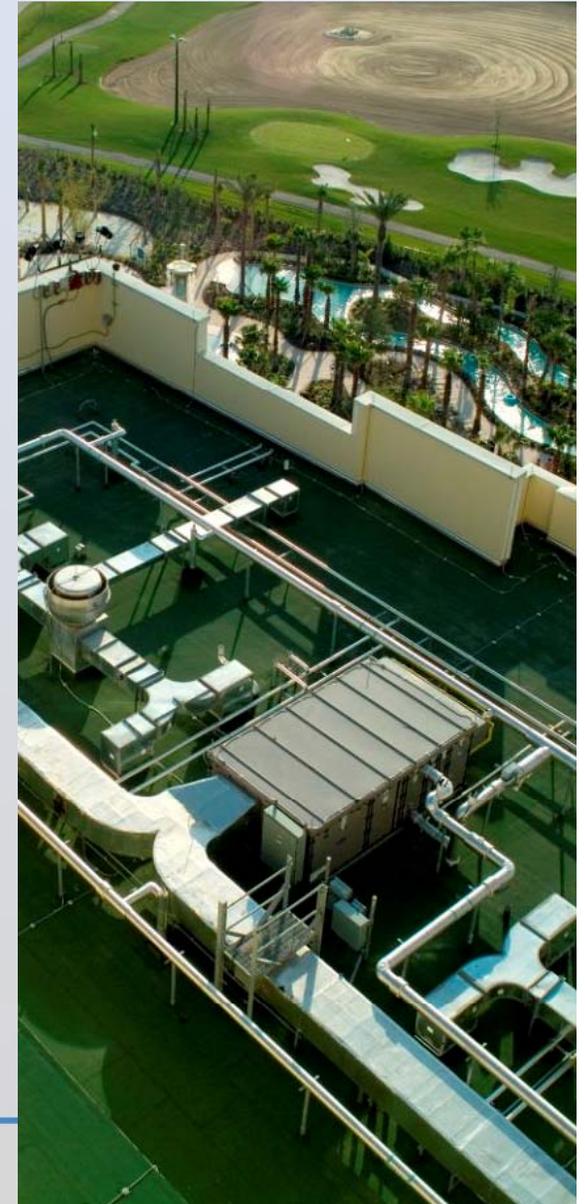
Comfort Systems USA's Team



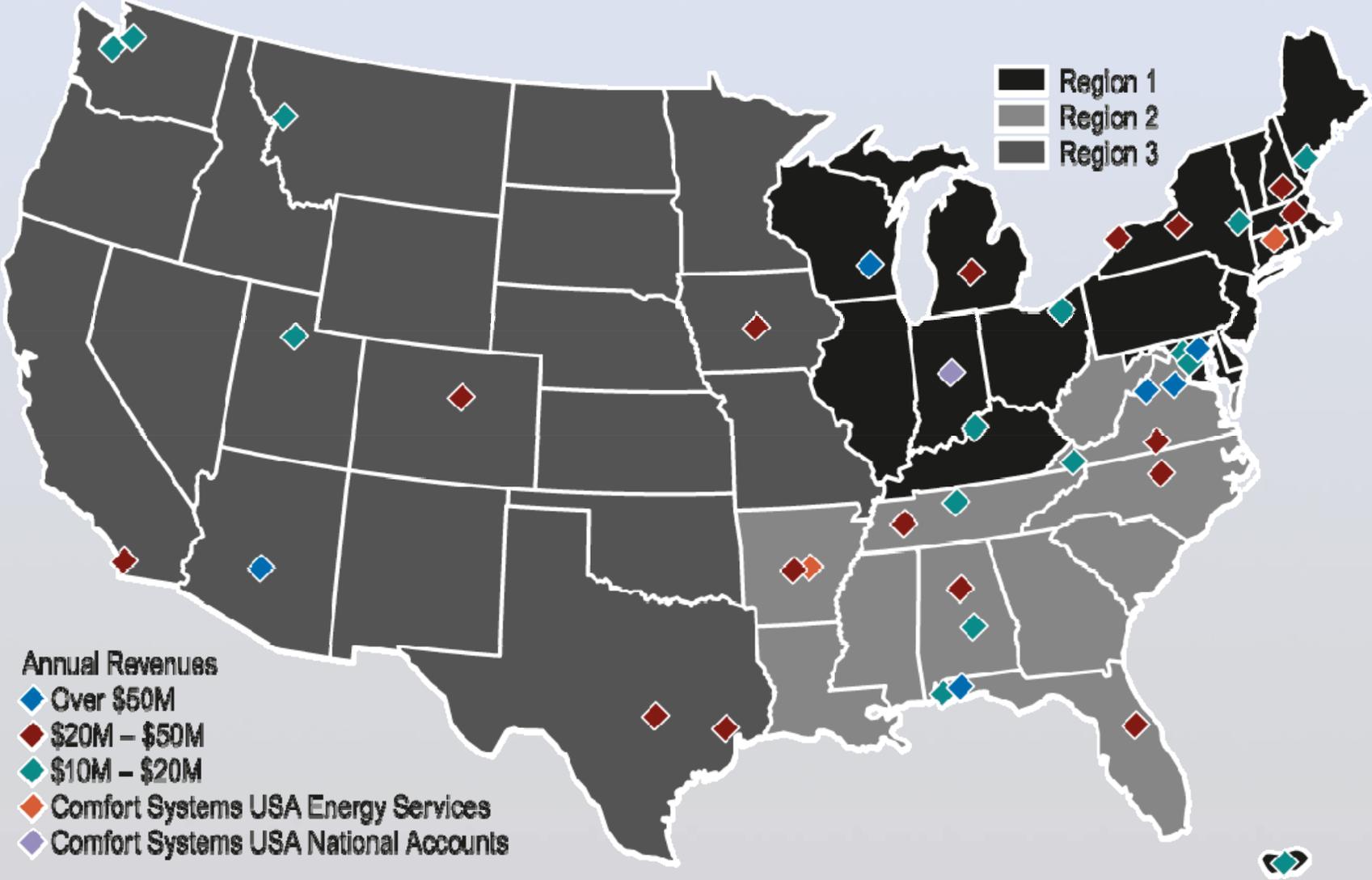
Comfort Systems USA



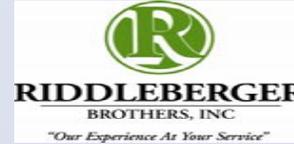
- National
- Commercial, Industrial, Institutional
- HVAC/Piping/Plumbing/Energy Efficiency
- Strong balance sheet
- 44% new construction; 56% service, repair, retrofit
- 2010 Full Year Revenues \$1.1 billion
- 2011 Run Rate \$1.2 billion



Comfort Today



Our Companies



What We Do

Commercial, Industrial, Institutional HVAC – A \$40B+ Industry



Drivers

- Building comfort – a “necessity”
- Mechanical equipment – requires service, repair, replacement
- Increasing technical content and building automation
- Energy efficiency and Indoor Air Quality (IAQ) emerging
- Outsourcing



Commercial HVAC



Applied Systems



Piping



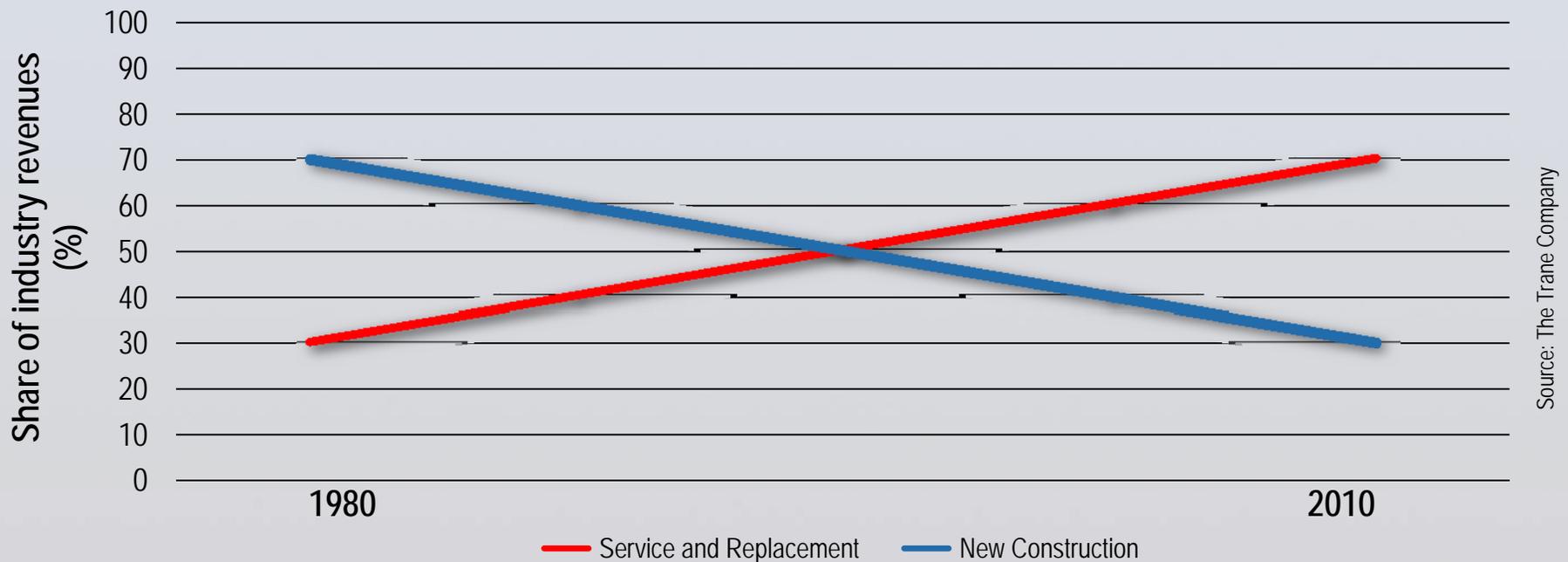
Energy Efficiency

Industry Trend Toward Service & Replacement

(Recurring Revenue)



- 5.3 million commercial buildings
- Recurring service
- 20-year replacement cycle / retrofits for energy efficiency
- "Inventory" of future business
- OEMs note significant deferred maintenance and replacement over recent years

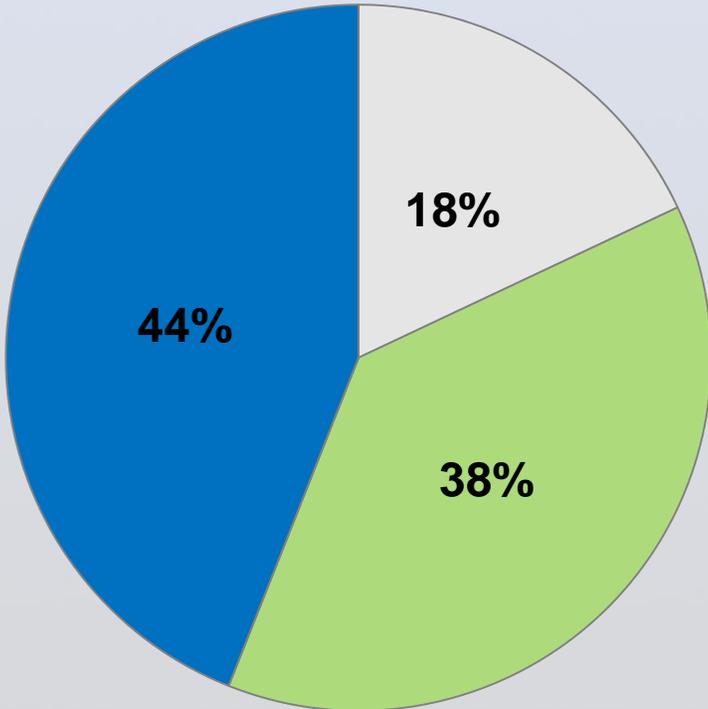
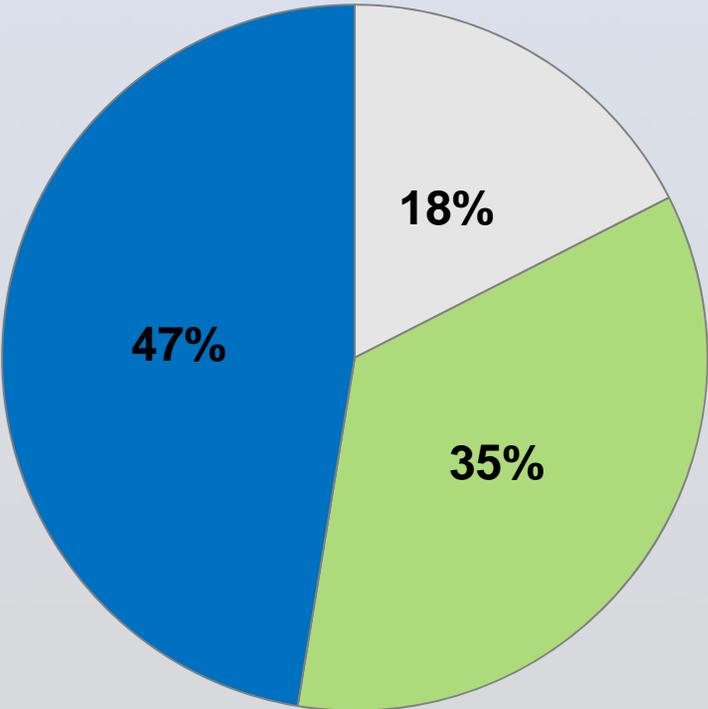


Revenues by Activity



2010 – Full Year

2011 - Year To Date



■ New Construction/Installation ■ Replacement □ Service & Maintenance

Diverse Project Mix

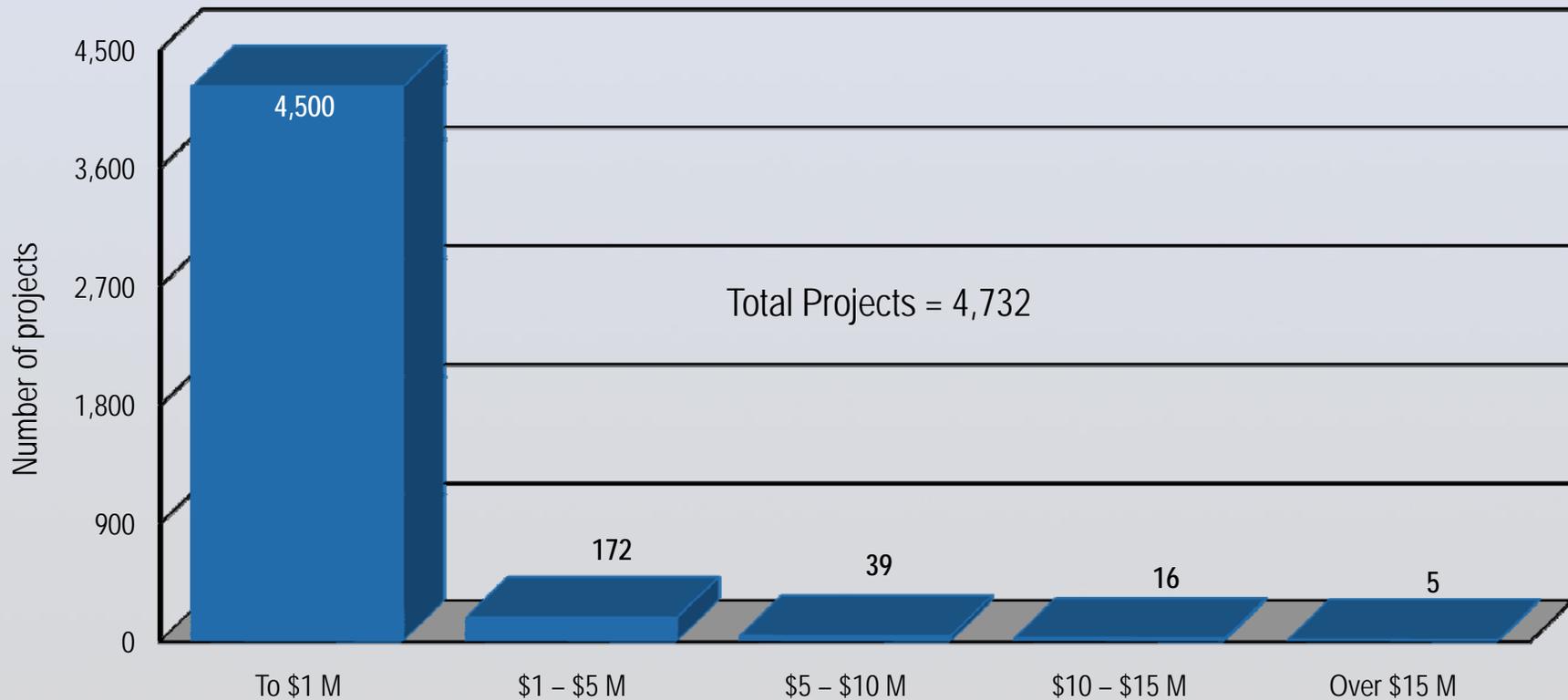


Average Project Size: \$375,000

Average Project Length: 6-9 months

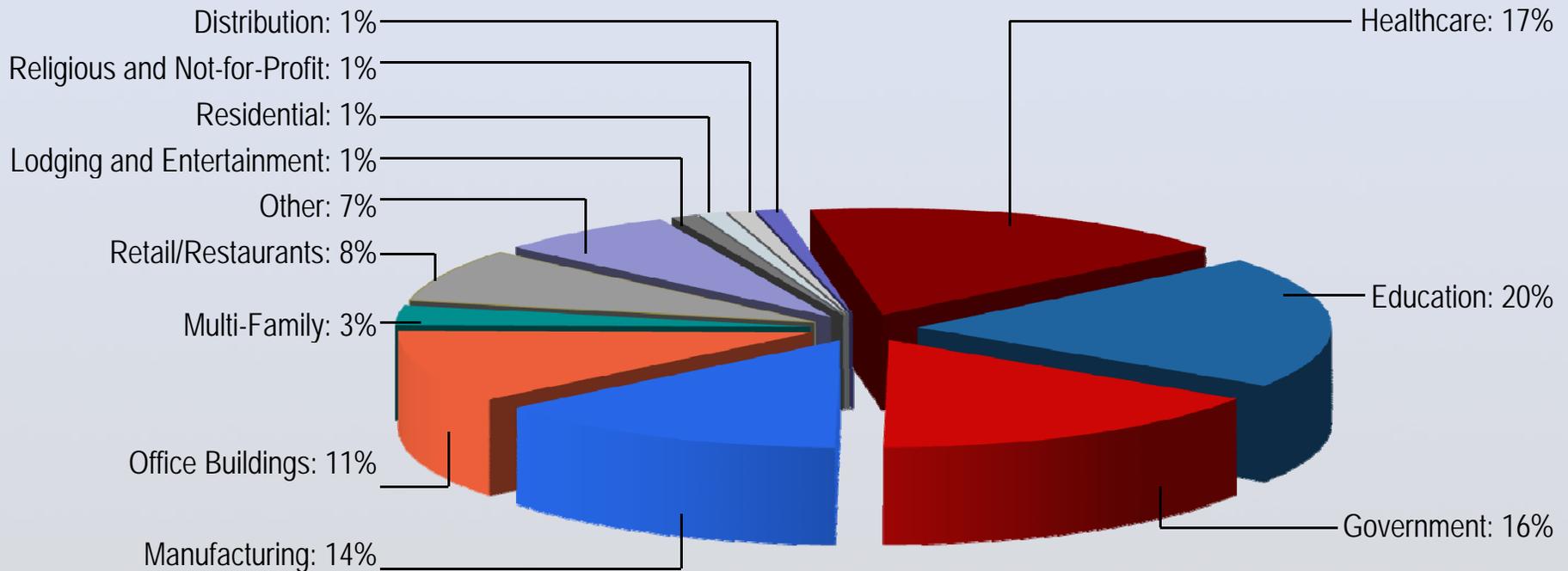
Value of Projects >\$1M: \$1,027 M

Value of Projects <\$1M: \$745 M



(As of June 30, 2011)

Revenues By Sector



Revenue for the six months ending
June 30, 2011

Top 20 Customers

- Served by 17 different Comfort operating units
- Largest customer represents less than 3% of revenues

Diverse End-Use Base



*Omni Orlando Resort at ChampionsGate
Orlando, Florida*



*Arboretum Elementary School
Waunakee, Wisconsin*



*Iowa Renewal Energy
Washington, Iowa*



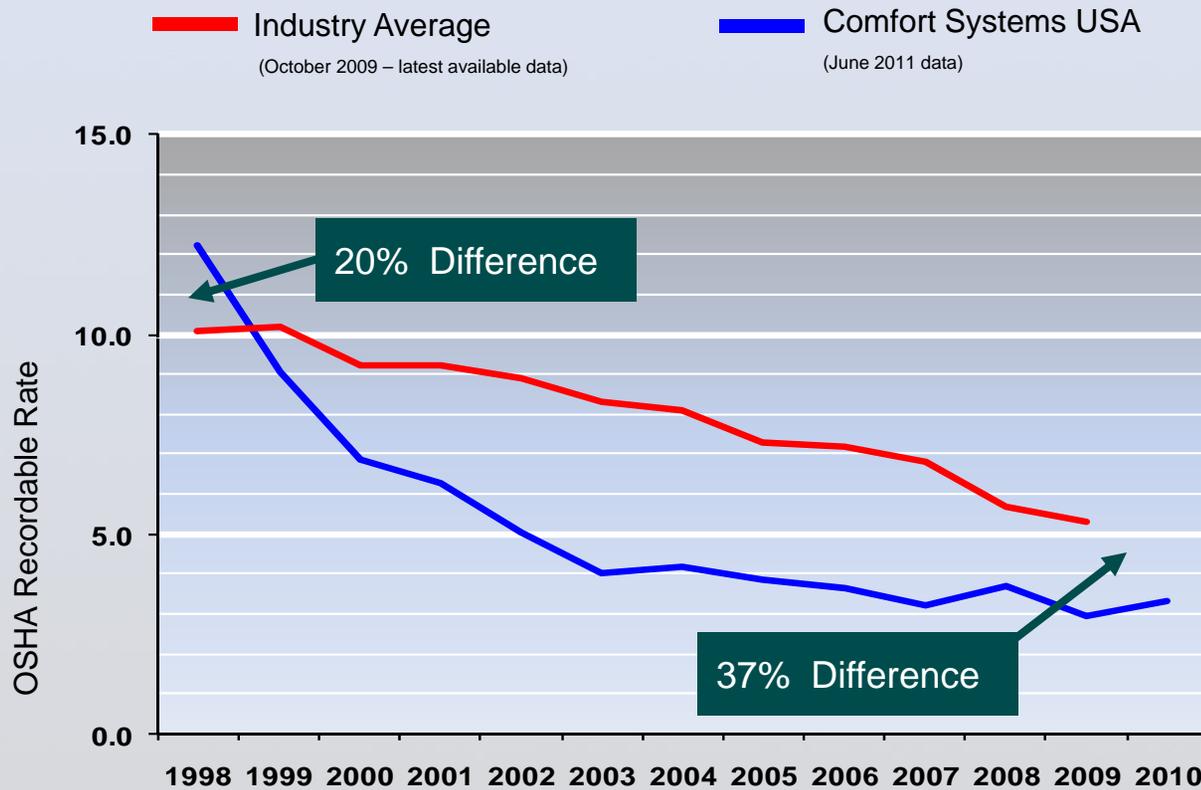
*University Hospital
Little Rock, Arkansas*

Competitive Advantages

- High-quality operations
- Ability to leverage and proliferate technical expertise
- Ability to collaborate on large jobs and share labor
- **Energy efficiency services**
- National multi-location service capability
- Purchasing economics
- Balance sheet strength
- Bonding and insurance
- Strong safety record



Safety



Lost Time Injury Rate

<57% of industry average

OSHA Incident Rate

<37% of industry average

Training

97% completed

Source: Bureau of Labor Statistics, Standard Industry Classification (SIC)
Code 20 1710 – Specialty Trades Contractors – HVAC and Plumbing & North American
Industry Classification System (NAICS) Code 23822

Our safety record is no accident.

Key Financial Data – Income Statement

(\$ Thousands, except per share information) (Unaudited)



	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Revenues	\$ 312,148	\$ 249,588	\$ 594,207	\$ 486,063
Cost of Services	264,638	207,623	512,488	404,590
Gross Profit	47,510	41,965	81,719	81,473
Selling, General and Administrative Expenses	41,928	35,611	84,550	73,020
Goodwill Impairment	-	4,446	-	4,446
Gain on Sale of Assets	(19)	(468)	(104)	(473)
Operating Income (Loss)	\$ 5,601 1.8%	\$ 2,376 1.0%	\$ (2,727) -0.5%	\$ 4,480 0.9%
Net Income (Loss) from Continuing Operations	\$ 3,162 1.0%	\$ 1,646 0.7%	\$ (2,008) -0.3%	\$ 2,811 0.6%
Net Income (Loss) from Continuing Operations Excluding Goodwill Impairment ⁽²⁾	\$ 3,162 1.0%	\$ 4,320 1.7%	\$ (2,008) -0.3%	\$ 5,485 1.1%
Diluted Earnings (Loss) per Share from Continuing Operations	\$ 0.08	\$ 0.04	\$ (0.05)	\$ 0.07
Non-GAAP Diluted Earnings (Loss) per Share from Continuing Operations Excluding Goodwill Impairment ⁽²⁾	\$ 0.08	\$ 0.11	\$ (0.05)	\$ 0.14
Adjusted EBITDA Excluding Goodwill Impairment ⁽¹⁾	\$ 10,295 3.3%	\$ 9,798 3.9%	\$ 6,701 1.1%	\$ 15,533 3.2%

⁽¹⁾ See Slide 33 for GAAP Reconciliation to Adjusted EBITDA

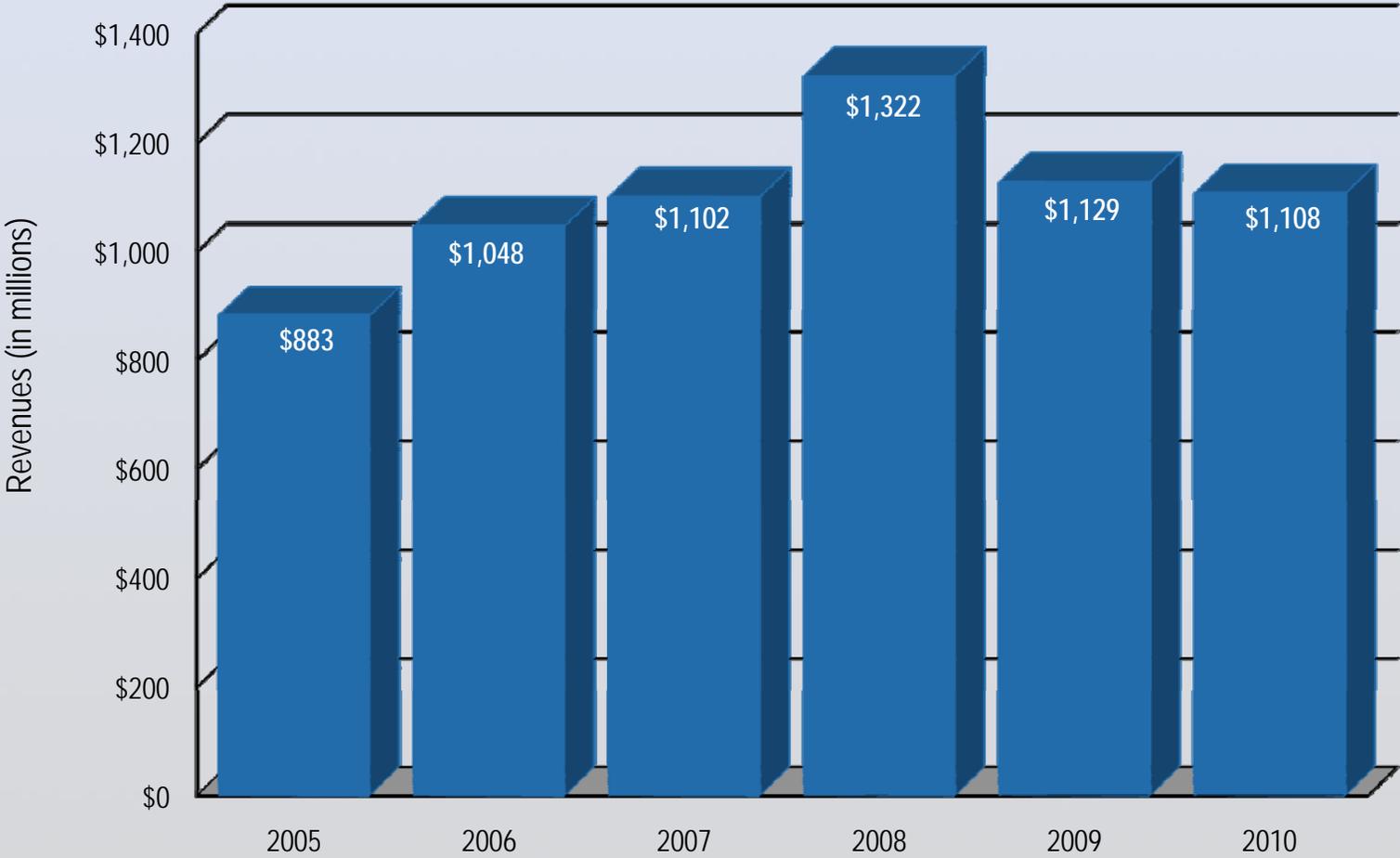
⁽²⁾ See Slide 34 for Supplemental Non-GAAP Information

Key Financial Data – Balance Sheet (\$ Thousands)



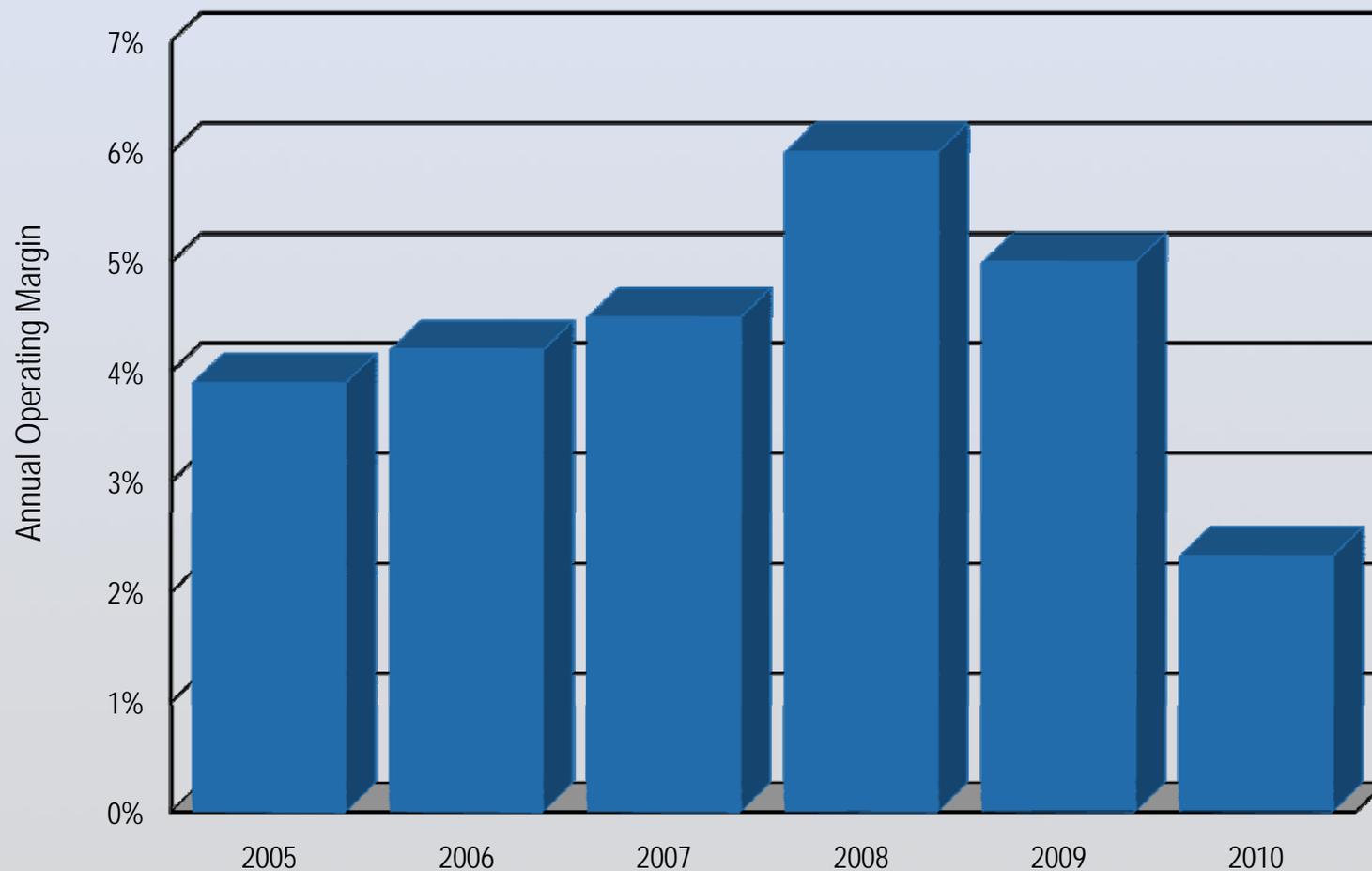
	<u>6/30/2011</u>	<u>12/31/2010</u>
Cash	\$ 50,101	\$ 86,346
Working Capital	\$ 127,835	\$ 134,738
Goodwill	\$ 148,986	\$ 147,818
Identifiable Intangible Assets, Net	\$ 37,388	\$ 39,616
Total Debt	\$ 28,379	\$ 29,936
Equity	\$ 305,383	\$ 312,784

Revenues



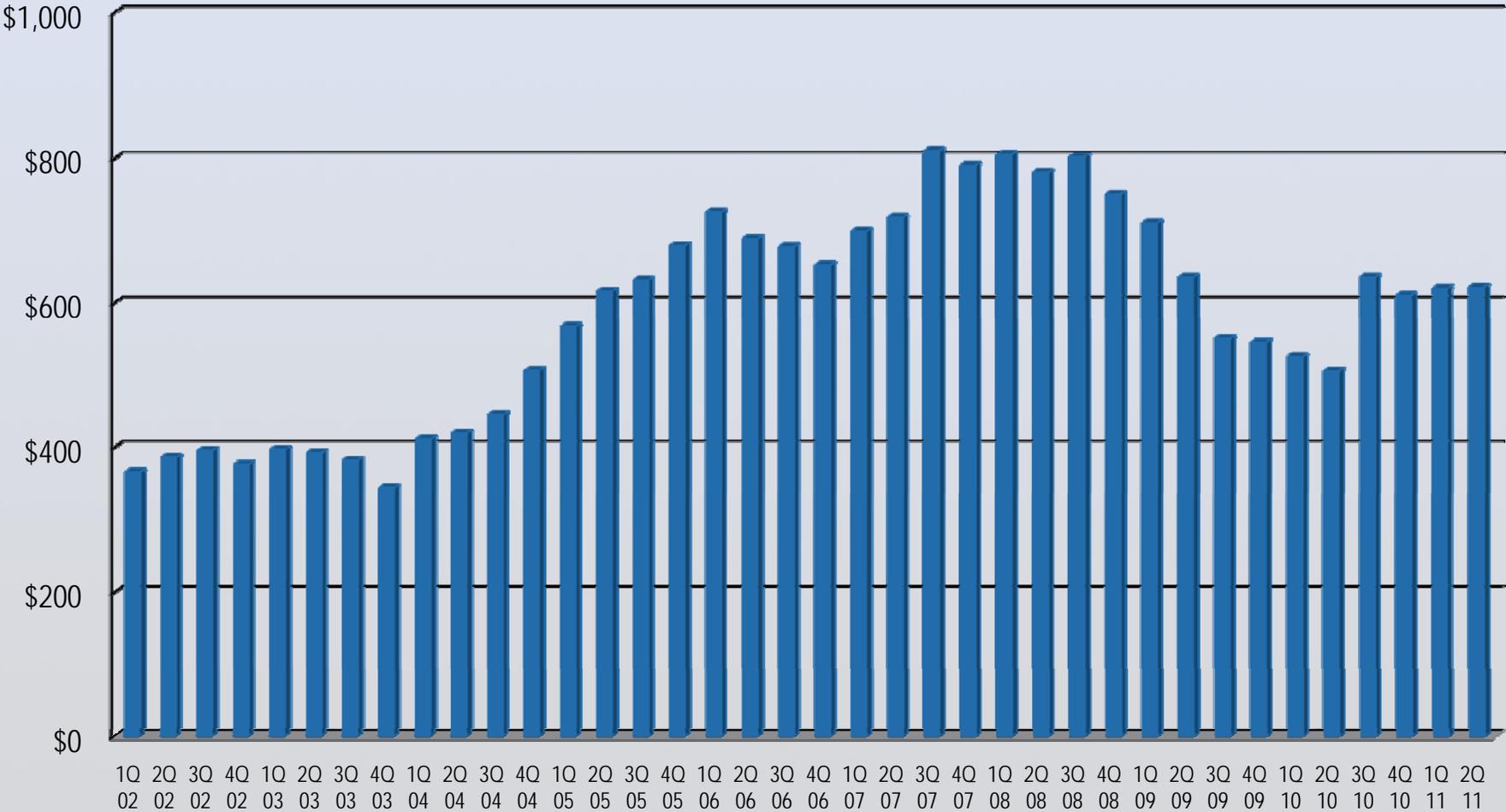
Note: Excludes all divested and discontinued operations

Operating Margins^(a)



(a) This table includes non-GAAP financial information because the information provided excludes goodwill impairment charges of \$33.9 million for 2005 and \$5.7 million for 2010. No goodwill impairment charge was recorded for 2006, 2007, 2008 or 2009.

Backlog (in millions)

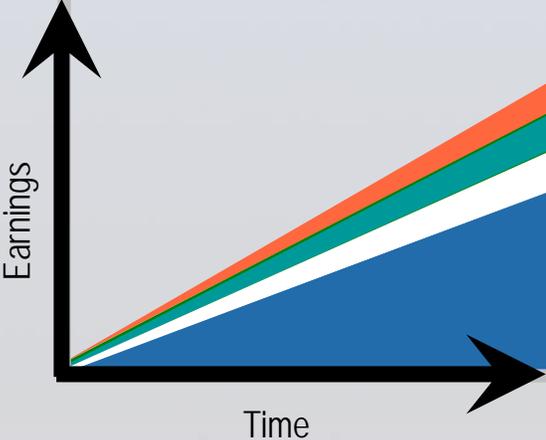


Note: Excludes all divested and discontinued operations

Profile for Growth



Service



Commercial HVAC

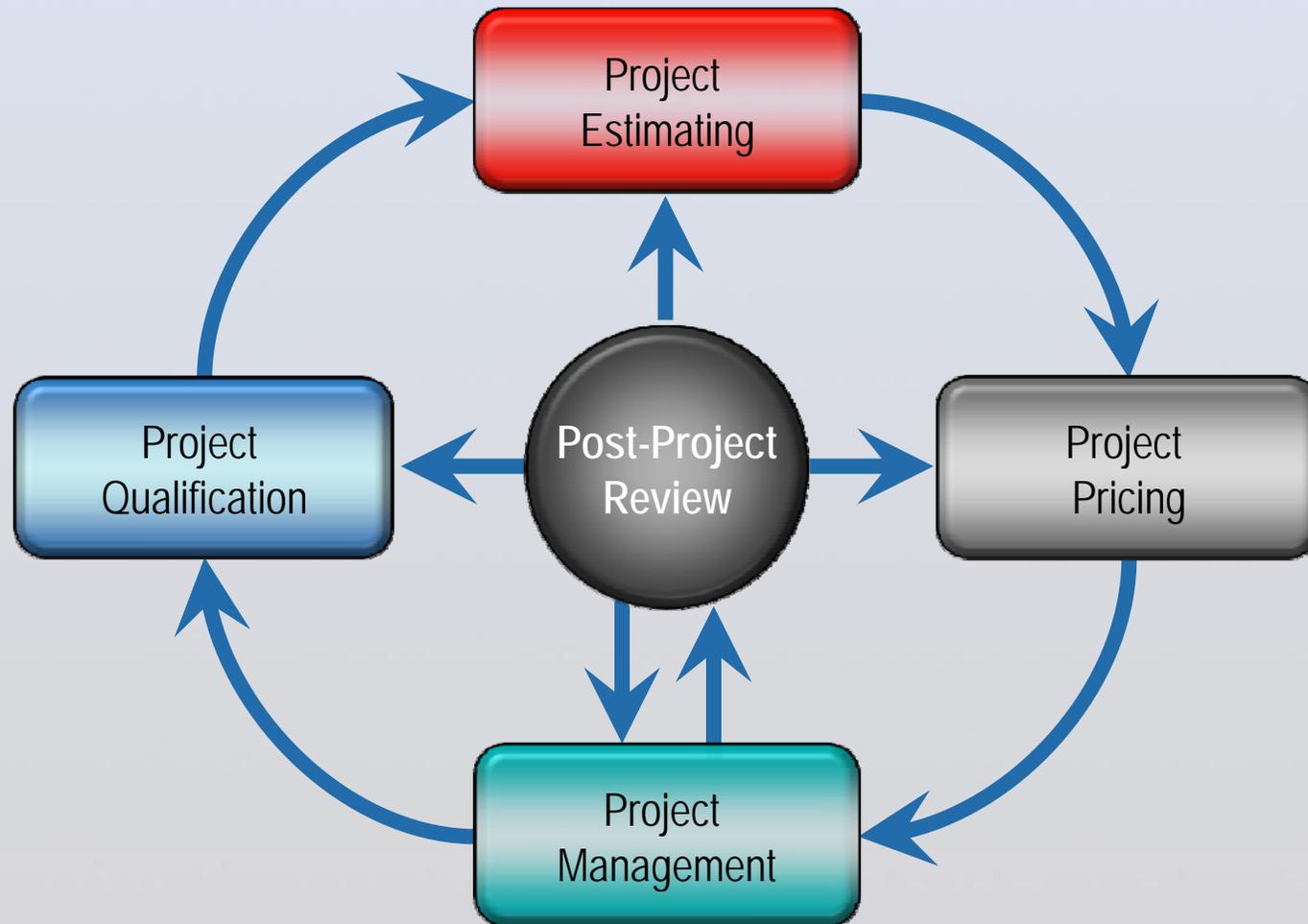
Operations

Increase Productivity

- Education
 - Leadership
 - Project Managers
 - Superintendents
 - Service Sales
 - Service Operations
 - Craft
 - Safety
- Best Practices
 - Project Management
 - Estimating
- Cooperation with suppliers
- Prefabrication
- New materials and methods



We review projects and apply what we have learned to improve our performance.



The only things that evolve by themselves in an organization
are disorder, friction and malperformance.

Peter Drucker

Service



Increase Service*

- Grow maintenance base
- Education
 - Employees and Customers
- Higher margin opportunity
- Recurring revenue
- National accounts
- \$2.50+ of repair and replacement for every \$1.00 of maintenance
- Target retrofit projects
 - Energy Efficiency
 - Indoor Air Quality (IAQ)

* Maintenance, service, repair, retrofit



National Account Customers



CONVERSE



Total Wine & MORE

Pamida



Coca-Cola Enterprises



Sears



DAVID'S BRIDAL

PACSUM



Cole Haan OUTLET



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Quality People. Building Solutions.

Energy Efficiency – Retrofitting HVAC



Green is Part of Our Business

- Energy costs drive need for efficiency.
- HVAC accounts for 30% - 50% of electricity usage.
- Energy Star (Department of Energy/EPA) / LEED (USGBC)
- 2 - 4 year pay outs depending on electric rates, usage, age, incentives.



Use Our Energy to Save Yours!™

Growth

- Internal
 - More of what we do best
 - Service
 - Energy efficiency
- Step-Out Growth
 - New locations for existing companies
 - Techs “on their own”
- Targeted acquisitions
 - Best HVAC-oriented mechanical in new area



The Ideal Acquisition Candidate

- \$20M+ in revenue
- Construction and service
- In a growing market in new area
- Company that has performed well in the past and has continuing demonstrable upside
- Organizational structure capable of sustaining/improving the company
- Ownership/management that wants to stay on to operate the company



Target Markets



- Boise, ID
- Charleston, SC
- Columbia/Florence, SC
- Dallas/Fort Worth, TX
- El Paso, TX
- Ft. Lauderdale, FL
- Greensboro, NC
- Jackson, MI
- Los Angeles, CA
- Omaha, NE
- Portland, OR
- San Antonio, TX
- Savannah, GA
- Spartanburg/Greenville, SC
- Tampa, FL
- Atlanta

(Listed Alphabetically)

Outlook

Long-Term

- \$40B+ fragmented industry
- HVAC a basic necessity
- Commercial construction continuing
- Growing installed base for recurring maintenance, service, repair and retrofit
- Scale opportunities – service, purchasing, prefab, bonding, best practices
- Diverse customer base and geography
- Energy efficiency and Indoor Air Quality
- Financially and operationally sound – continuing to grow organically and by acquisition



Appendix I – GAAP Reconciliation To Adjusted EBITDA

(\$ Thousands) (Unaudited)



	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Net Income (Loss)	\$ 3,162	\$ 1,646	\$ (2,008)	\$ 3,573
Discontinued Operation	-	-	-	(762)
Income Taxes	2,513	515	(1,186)	1,245
Other (Income) Expense, net	(517)	6	(437)	(6)
Interest Expense, net	443	209	904	430
Gain on Sale of Assets	(19)	(468)	(104)	(473)
Goodwill Impairment	-	4,446	-	4,446
Depreciation and Amortization	4,713	3,444	9,532	7,080
Adjusted EBITDA	<u>\$ 10,295</u>	<u>\$ 9,798</u>	<u>\$ 6,701</u>	<u>\$ 15,533</u>

Note 1: We define adjusted earnings before interest, taxes, depreciation and amortization (“Adjusted EBITDA”) as net income (loss), excluding discontinued operation, income taxes, other (income) expense, net, interest expense, net, gain on sale of assets, goodwill impairment and depreciation and amortization. Other companies may define Adjusted EBITDA differently. Adjusted EBITDA is presented because it is a financial measure that is frequently requested by third parties. However, Adjusted EBITDA is not considered under generally accepted accounting principles as a primary measure of an entity’s financial results, and accordingly, Adjusted EBITDA should not be considered an alternative to operating income (loss), net income (loss), or cash flows as determined under generally accepted accounting principles and as reported by us.

Appendix II – Supplemental Non-GAAP Information

(\$ Thousands, except per share information) (Unaudited)



	Three Months Ended June 30,		Six Months Ended June 30,	
	2011	2010	2011	2010
Net income (loss) from continuing operations	\$ 3,162	\$ 1,646	\$ (2,008)	\$ 2,811
Goodwill impairment (after tax)	-	2,674	-	2,674
Net income (loss) from continuing operations excluding goodwill impairment	<u>\$ 3,162</u>	<u>\$ 4,320</u>	<u>\$ (2,008)</u>	<u>\$ 5,485</u>
Diluted earnings (loss) per share from continuing operations	\$ 0.08	\$ 0.04	\$ (0.05)	\$ 0.07
Goodwill impairment (after tax)	-	\$ 0.07	-	\$ 0.07
Diluted earnings (loss) per share from continuing operations excluding goodwill impairment	<u>\$ 0.08</u>	<u>\$ 0.11</u>	<u>\$ (0.05)</u>	<u>\$ 0.14</u>

Note: Operating results from continuing operations excluding goodwill impairment is presented because we believe it reflects the results of our core ongoing operations, and because we believe it is responsive to frequent questions we receive from third parties. However, this measure is not considered a primary measure of any entity's financial results under generally accepted accounting principles, and accordingly, this amount should not be considered an alternative to operating results as determined by generally accepted accounting principles and as reported by us.

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