

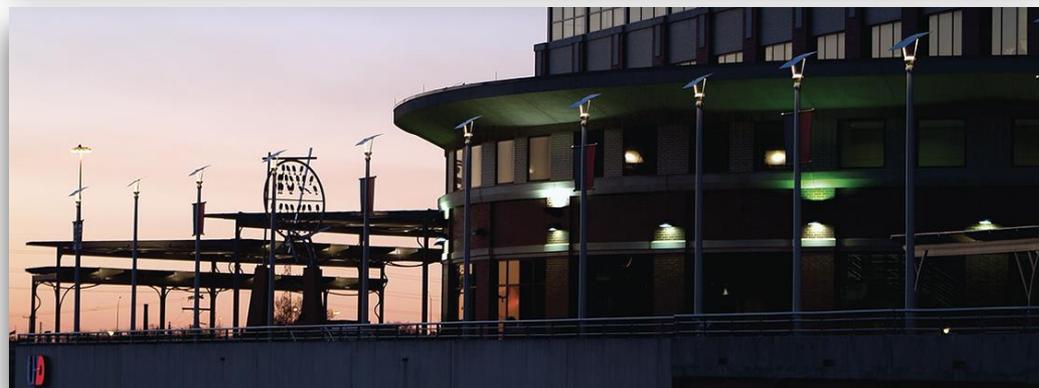
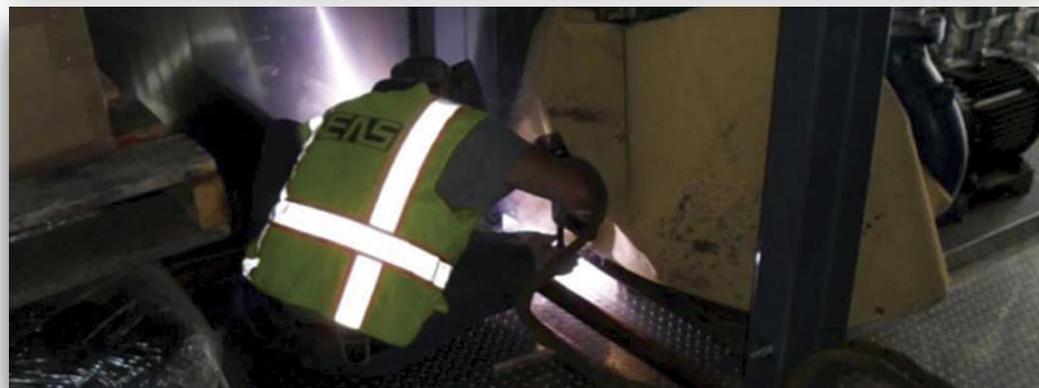


*Quality People. Building Solutions.*

# Comfort Systems USA

(NYSE: FIX)

August 13, 2013



## Safe Harbor

Certain statements and information in this presentation may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. The words “believe,” “expect,” “anticipate,” “plan,” “intend,” “foresee,” “should,” “would,” “could,” or other similar expressions are intended to identify forward-looking statements, which are generally not historic in nature. These forward-looking statements are based on the current expectations and beliefs of Comfort Systems USA, Inc. and its subsidiaries (collectively, the “Company”) concerning future developments and their effect on the Company. While the Company’s management believes that these forward-looking statements are reasonable as and when made, there can be no assurance that future developments affecting the Company will be those that it anticipates. All comments concerning the Company’s expectations for future revenues and operating results are based on the Company’s forecasts for its existing operations and do not include the potential impact of any future acquisitions. The Company’s forward-looking statements involve significant risks and uncertainties (some of which are beyond the Company’s control) and assumptions that could cause actual future results to differ materially from the Company’s historical experience and its present expectations or projections.

Important factors that could cause actual results to differ materially from those in the forward-looking statements include, but are not limited to: the use of incorrect estimates for bidding a fixed-price contract; undertaking contractual commitments that exceed the Company’s 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; the Company’s 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 the Company’s percentage-of-completion method of accounting; the result of competition in the Company’s markets; the Company’s decentralized management structure; material failure to comply with varying state and local laws, regulations or requirements; debarment from bidding on or performing government contracts; 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.

For additional information regarding known material factors that could cause the Company’s results to differ from its projected results, please see its filings with the SEC, including its Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date hereof. The Company undertakes no obligation to publicly update or revise any forward-looking statements after the date they are made, whether as a result of new information, future events, or otherwise.

## Non-GAAP Measures

Certain measures in this presentation are not measures calculated in accordance with generally accepted accounting principles (GAAP). They should not be considered a replacement for GAAP results. Non-GAAP financial measures appearing in these slides are identified in the footnote. See the Appendices for a reconciliation of these non-GAAP measures to the most comparable GAAP financial measures.

# Comfort Systems USA Overview

## Who We Are

- Leading HVAC and mechanical systems installation and service provider
- Focused on commercial, industrial, and institutional HVAC markets

## What We Do

Applied Systems



Piping



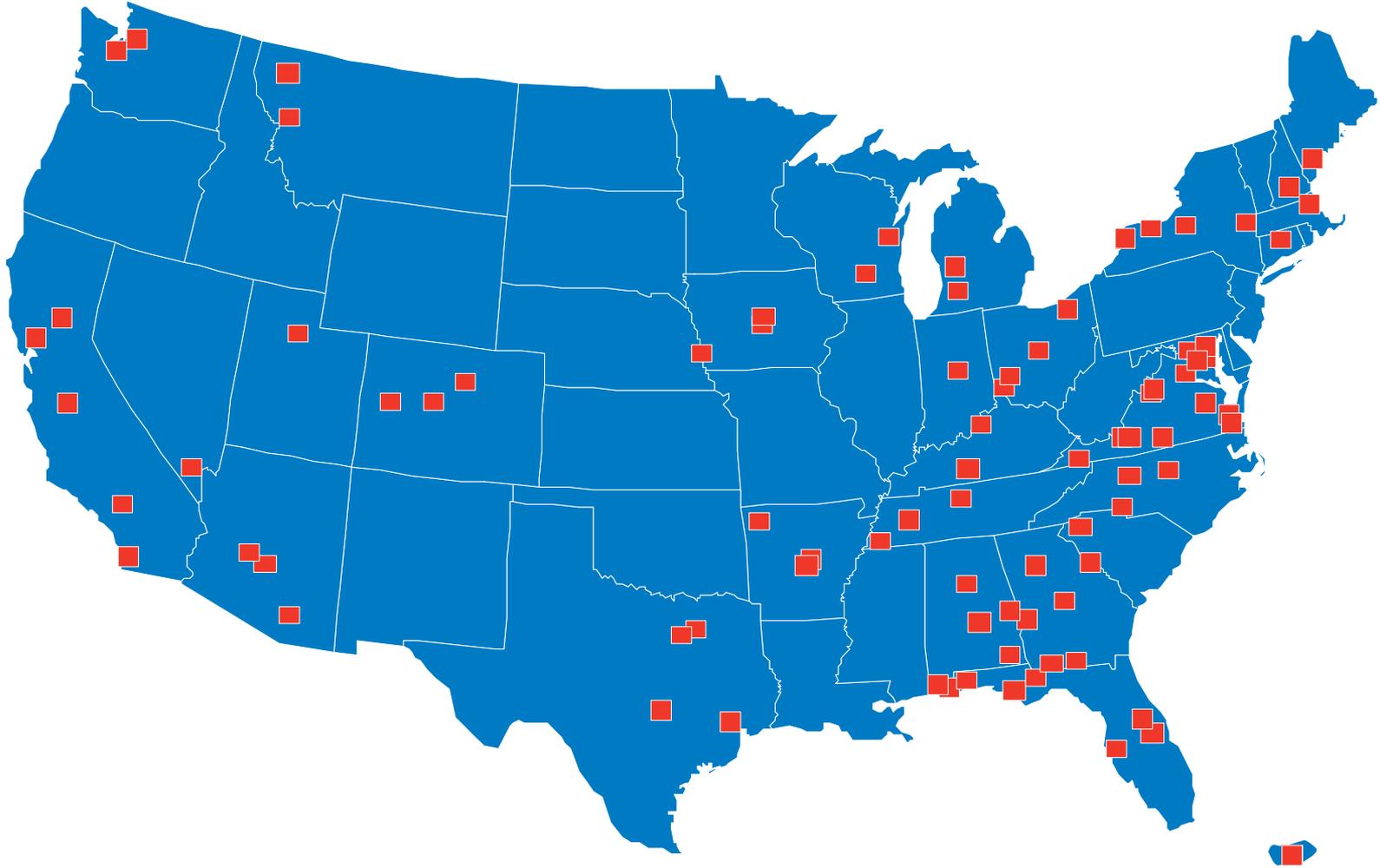
Retrofit



Service



# Broad Nationwide Footprint



36 companies | 87 locations in 72 cities | 6,700+ employees

# Our Customers



*Omni Orlando Resort at ChampionsGate  
Orlando, Florida*



*Navy Federal Credit Union  
Pensacola, Florida*



*MedImmune FMC Expansion  
Frederick, Maryland*



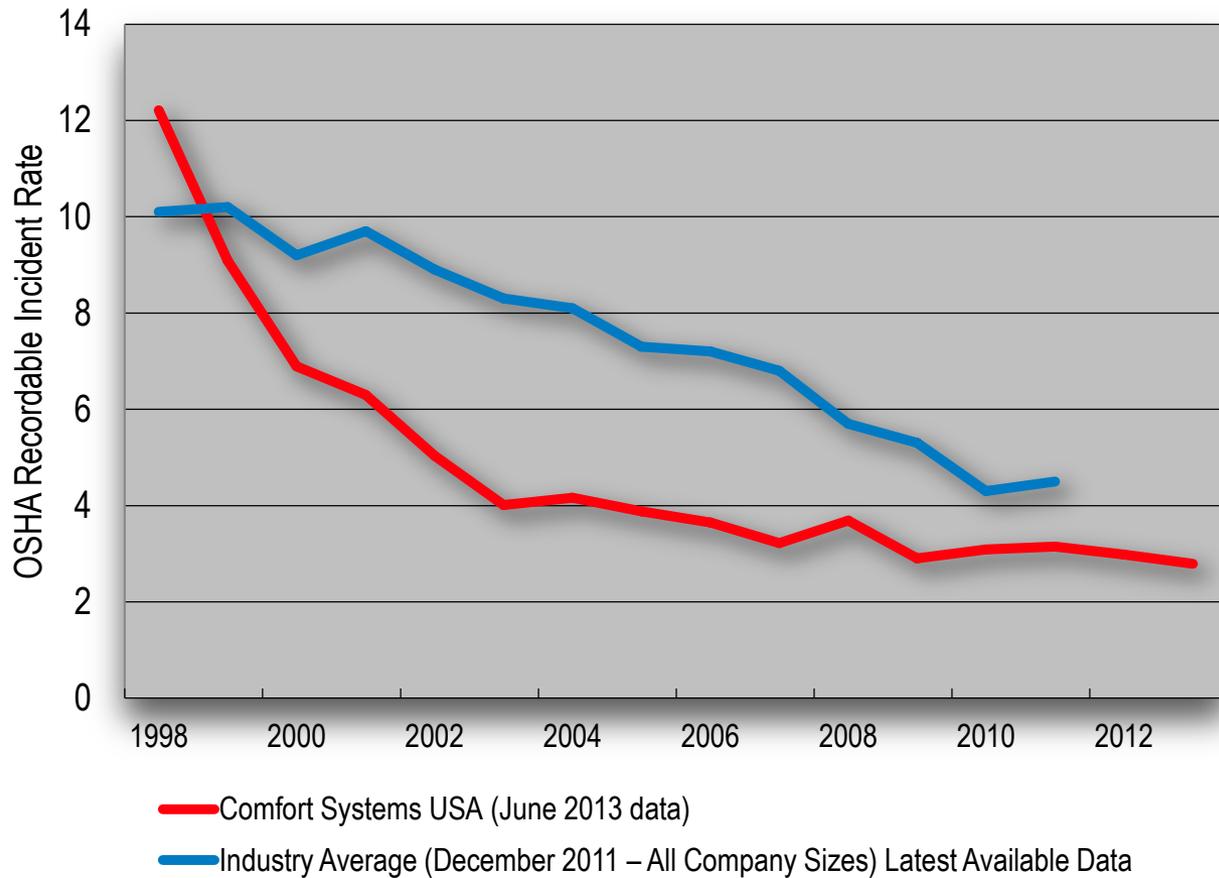
*University Hospital  
Little Rock, Arkansas*

# Areas of Strength

- Long-term local relationships
- Collaboration
- Safety excellence
- Purchasing economics
- National service capability
- Bonding and insurance
- Balance sheet strength



# Our Safety Record is No Accident



## Lost Time Injury Rate

70% below the industry average

## OSHA Incident Rate

38% below the industry average

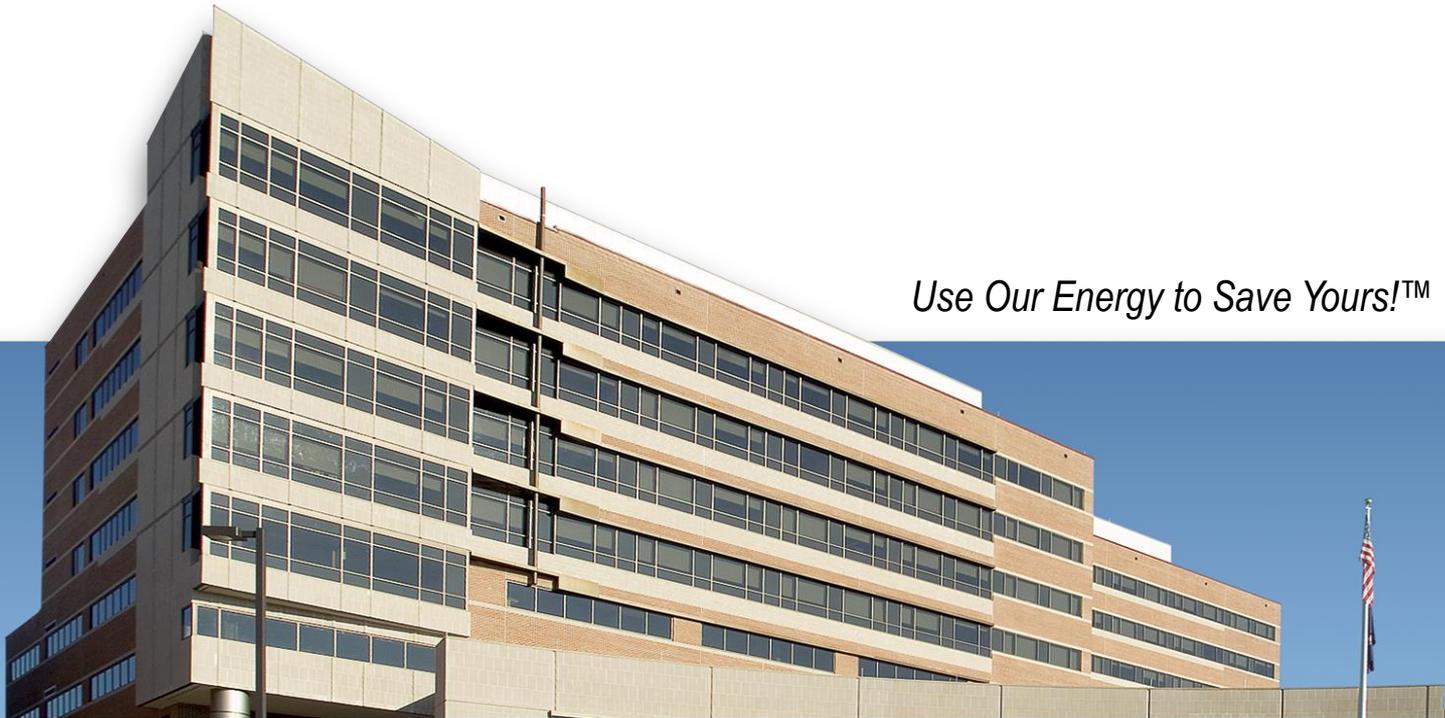
Source: Bureau of Labor Statistics, Standard Industry Classification (SIC)

Code 20 1711– Specialty Trades Contractors – HVAC and Plumbing & North American Industry Classification System (NAICS) Code 23822

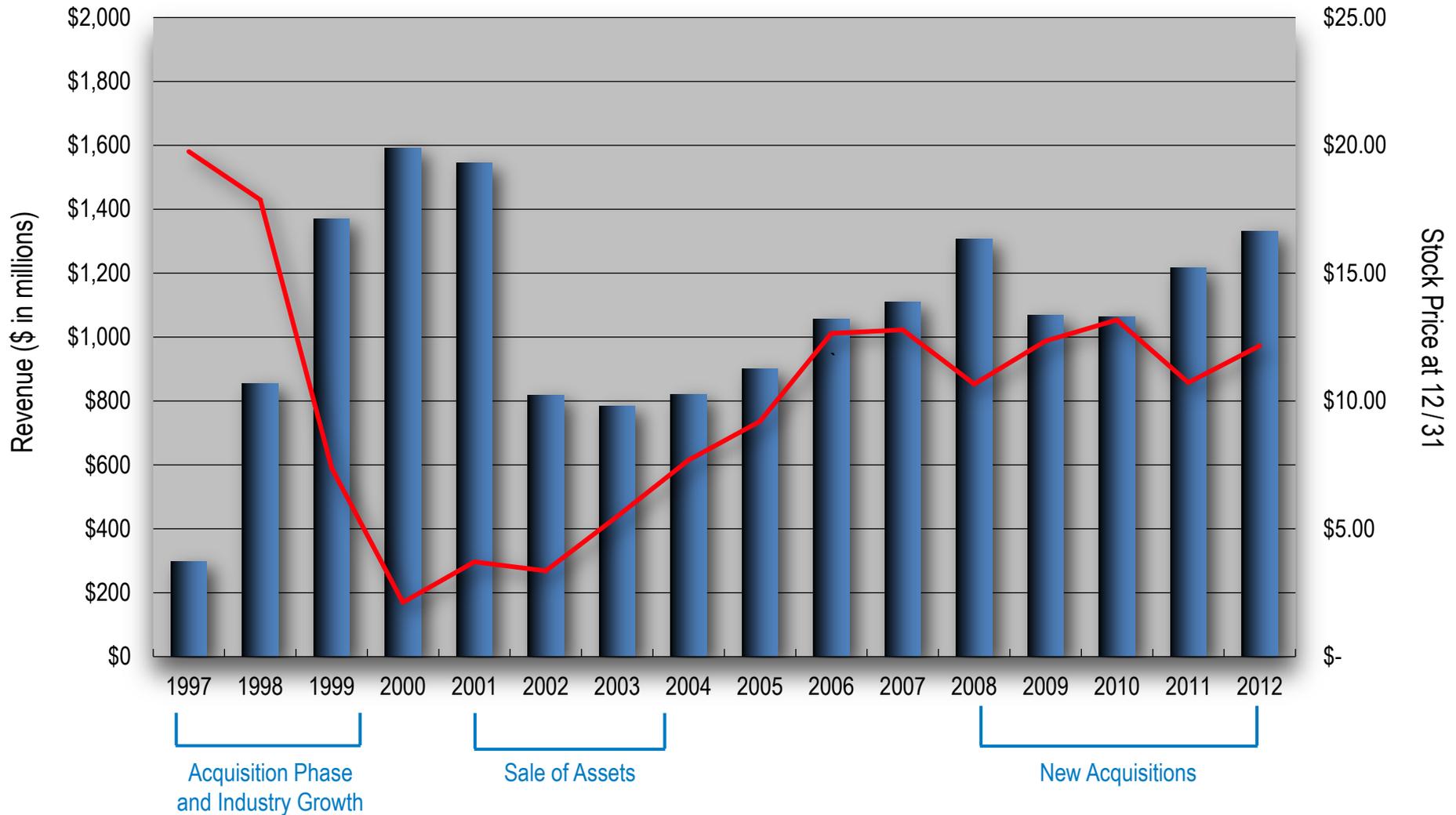
# Energy Efficiency

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

*Use Our Energy to Save Yours!™*

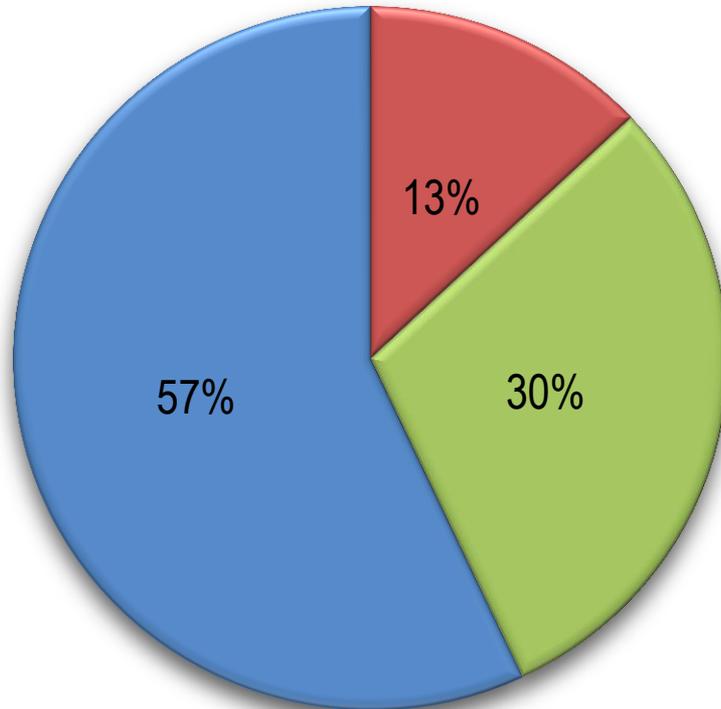


# Revenue/Stock Price History

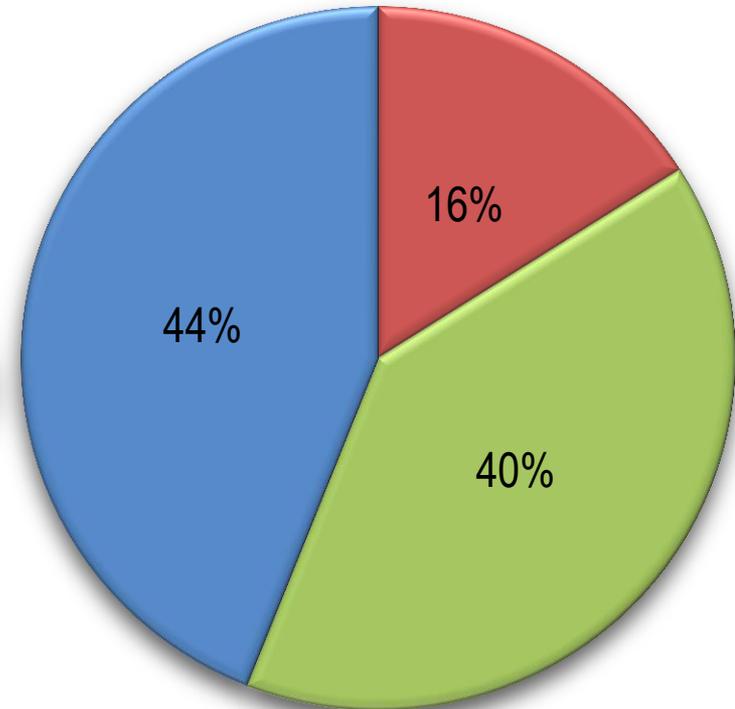


# Revenue by Activity

2008

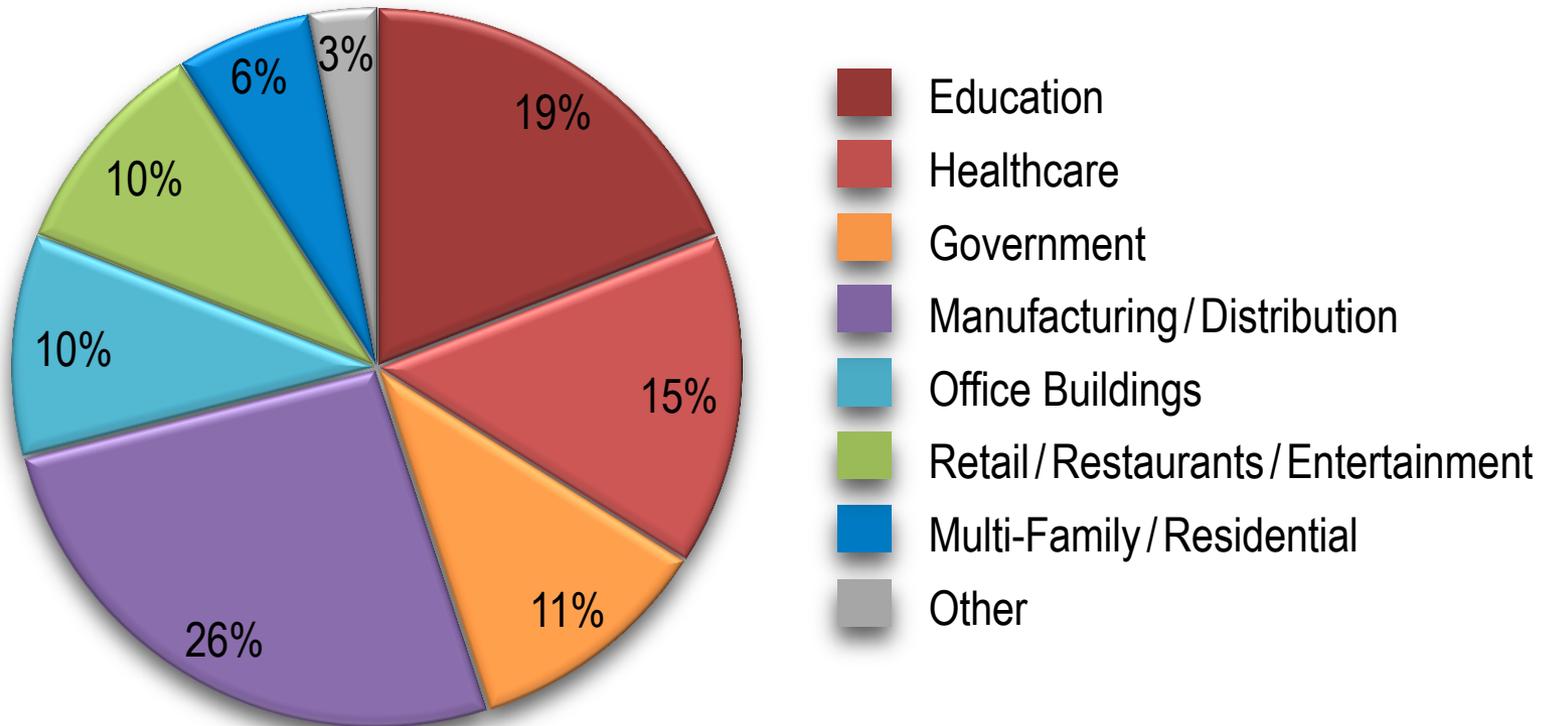


2013 YTD



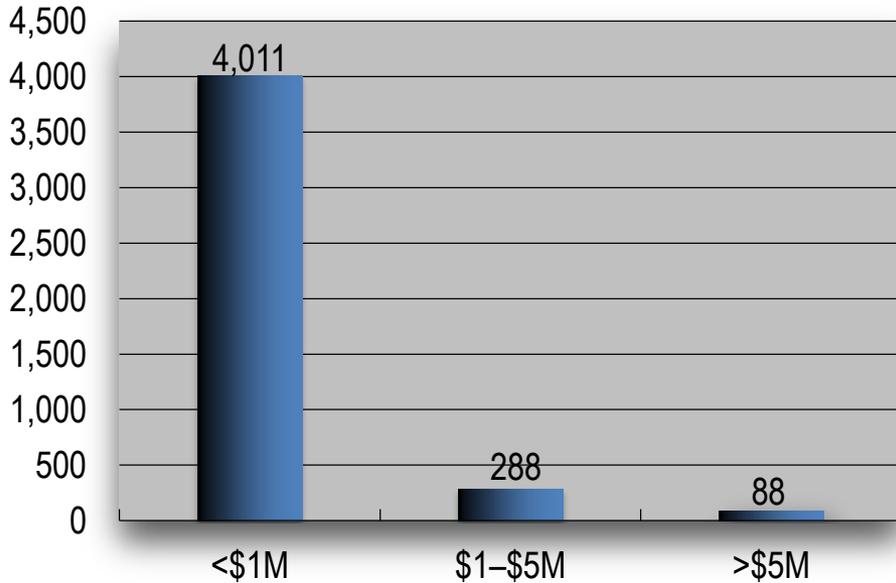
■ New Construction/Installation    ■ Replacement    ■ Service & Maintenance

## June 2013 YTD Revenue

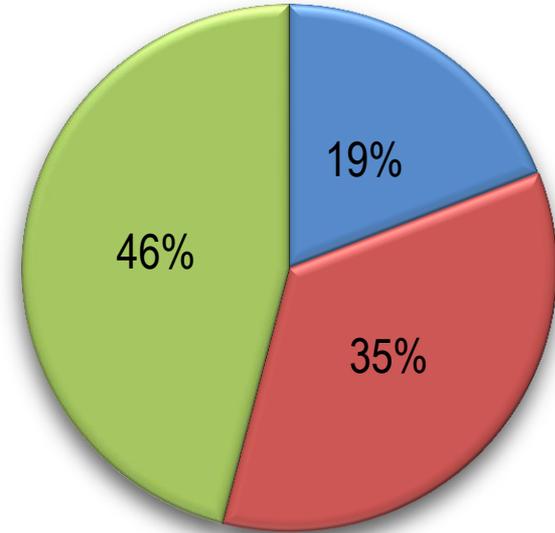


# Diverse Project Mix

## Number of Projects



## Aggregate Contract Value

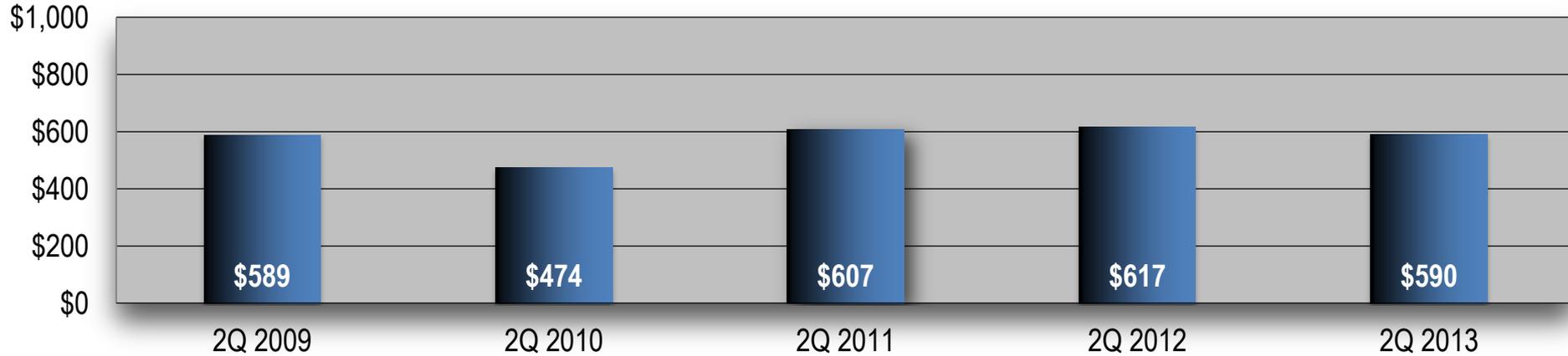


- Jobs <\$1M (Value: \$361M)
- Jobs \$1M-\$5M (Value: \$660M)
- Jobs >\$5M (Value: \$869M)

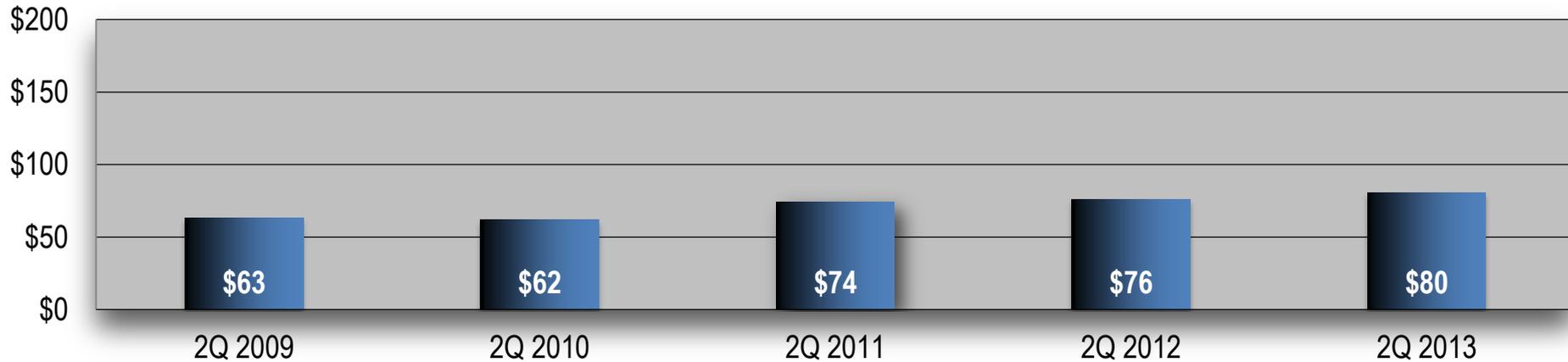
Average Project Size: \$431,000 | Average Project Length: 6–9 months  
(Information as of June 30, 2013)

(\$ in millions)

## Construction Backlog

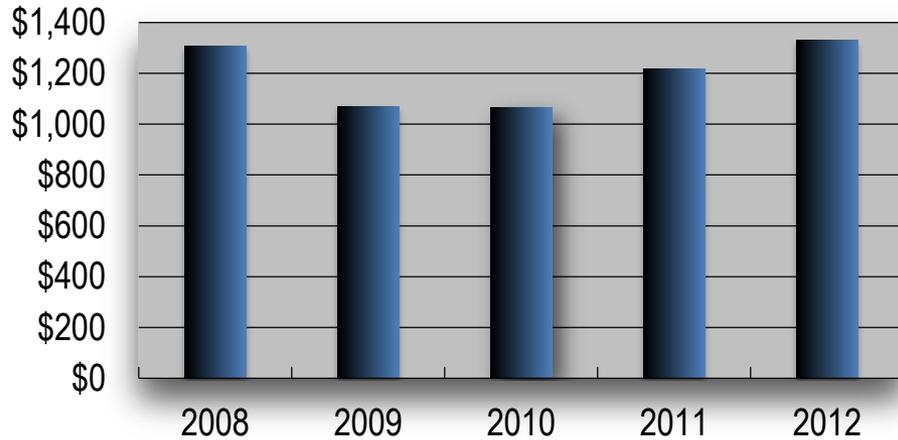


## Service Maintenance Base

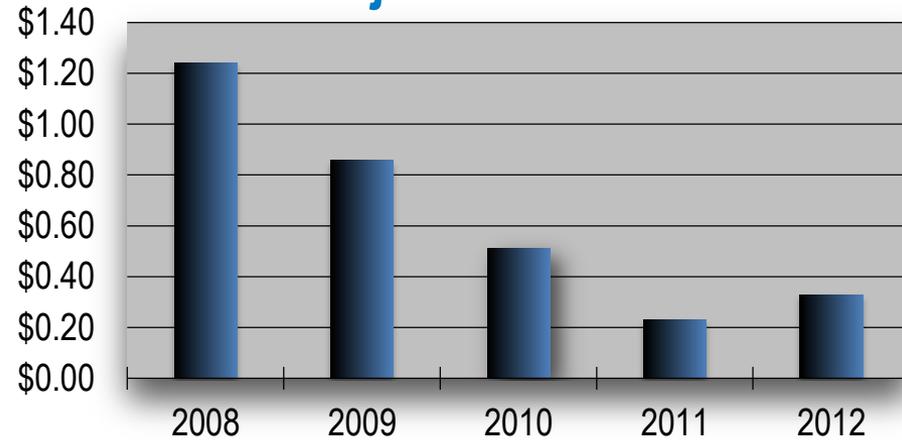


# Historical Financial Summary (\$ in millions, except per share information)

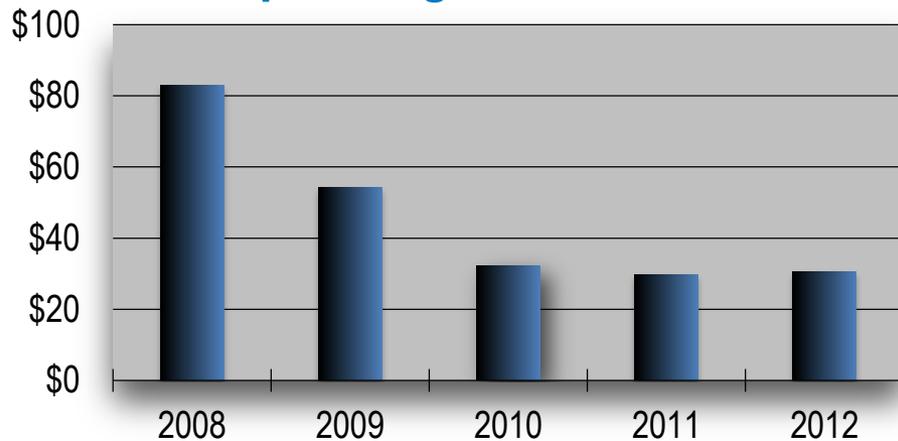
## Revenue



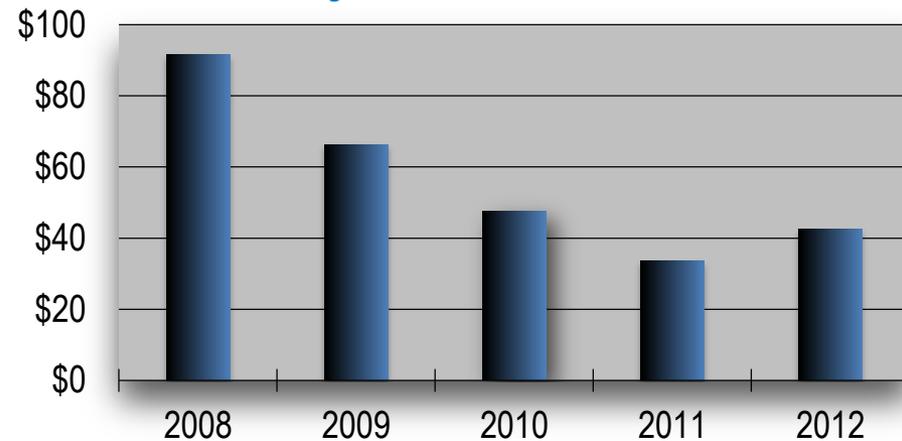
## Adjusted EPS <sup>(1)</sup>



## Operating Cash Flow



## Adjusted EBITDA <sup>(2)</sup>

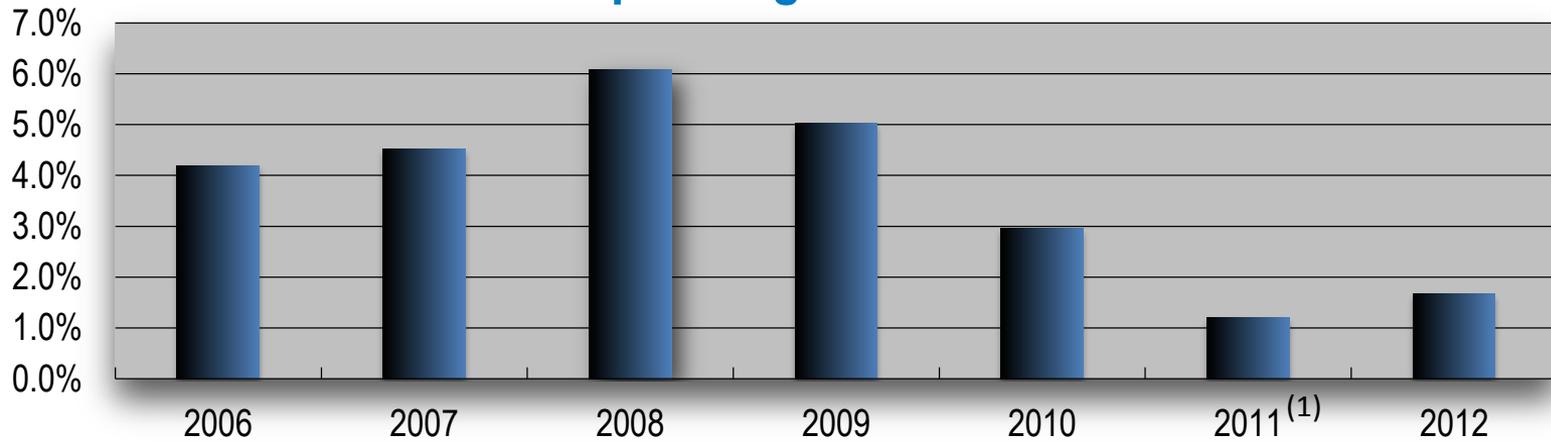


<sup>(1)</sup> Adjusted EPS is a non-GAAP financial measure. Adjusted EPS excludes goodwill impairments, changes in the fair value of contingent earn-out obligations and tax valuation allowances. See Appendix VI for a GAAP reconciliation to Adjusted EPS

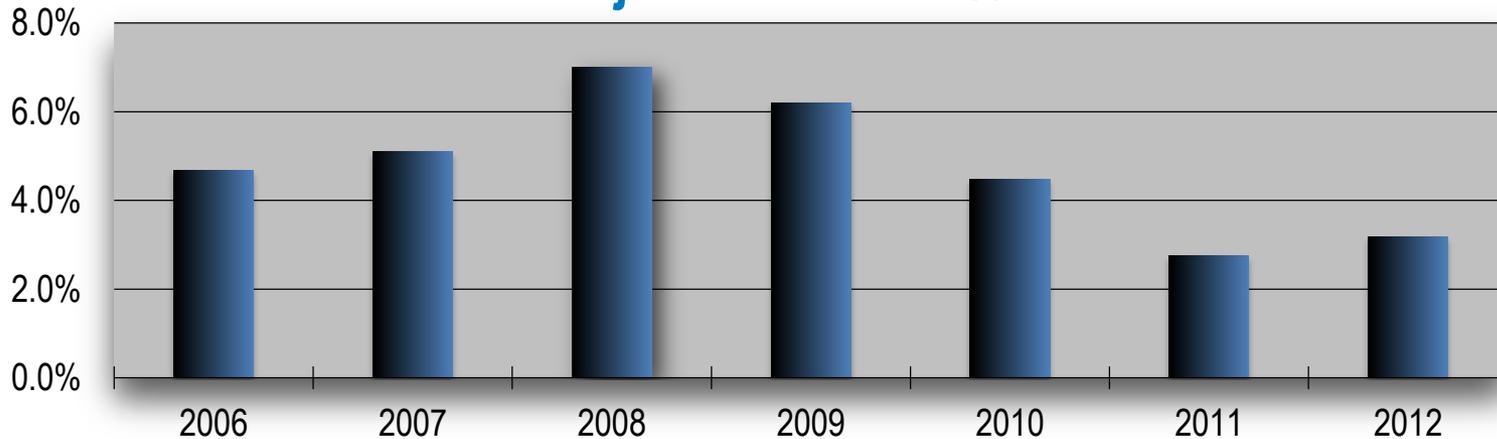
<sup>(2)</sup> Adjusted EBITDA is a non-GAAP financial measure. See Appendix IV for a GAAP reconciliation to Adjusted EBITDA.

# Historical Financial Summary

## Operating Income %



## Adjusted EBITDA %<sup>(2)</sup>



<sup>(1)</sup> Operating income for 2011 excludes goodwill impairment of \$57.4M.

<sup>(2)</sup> Adjusted EBITDA is a non-GAAP financial measure. See Appendix IV for a GAAP reconciliation to Adjusted EBITDA.

# QTD Financial Performance

<i>(\$ in millions, except per share information)</i>	Three Months Ended	
	6/30/13	6/30/12
Revenue	\$ 351.1	\$ 353.2
Net Income from Continuing Operations		
Attributable to Comfort Systems USA, Inc.	\$ 7.8	\$ 4.4
Diluted EPS from Continuing Operations		
Attributable to Comfort Systems USA, Inc.	\$ 0.21	\$ 0.12
Adjusted EBITDA <sup>(1)</sup>	\$ 18.8	\$ 12.2
Operating Cash Flow	\$ 6.7	\$ 6.8

<sup>(1)</sup>Adjusted EBITDA is a non-GAAP financial measure. See Appendix III for a GAAP reconciliation to Adjusted EBITDA.

# YTD Financial Performance

<i>(\$ in millions, except per share information)</i>	<b>Six Months Ended</b>	
	<b>6/30/13</b>	<b>6/30/12</b>
Revenue	\$ 676.9	\$ 680.1
Net Income from Continuing Operations		
Attributable to Comfort Systems USA, Inc.	\$ 10.3	\$ 3.6
Diluted EPS from Continuing Operations		
Attributable to Comfort Systems USA, Inc.	\$ 0.28	\$ 0.09
Adjusted EBITDA <sup>(1)</sup>	\$ 28.5	\$ 14.2
Operating Cash Flow	\$ (3.7)	\$ (13.0)

<sup>(1)</sup>Adjusted EBITDA is a non-GAAP financial measure. See Appendix III for a GAAP reconciliation to Adjusted EBITDA.

# Key Financial Statistics

	As of	
<i>(\$ in millions)</i>	6/30/13	12/31/12
Cash	\$ 23.3	\$ 40.8
Working Capital	\$ 113.7	\$ 104.0
Goodwill and Intangible Assets	\$ 155.4	\$ 159.1
Total Debt	\$ 5.4	\$ 7.4
Equity	\$ 296.2	\$ 287.3

# Balance Sheet Strength

- \$23.3M cash at June 30, 2013
- Positive free cash flow for 14 consecutive years
- Debt capacity
  - \$5.4M debt at 6/30/2013
  - \$175M revolving credit facility
  - 2018 maturity



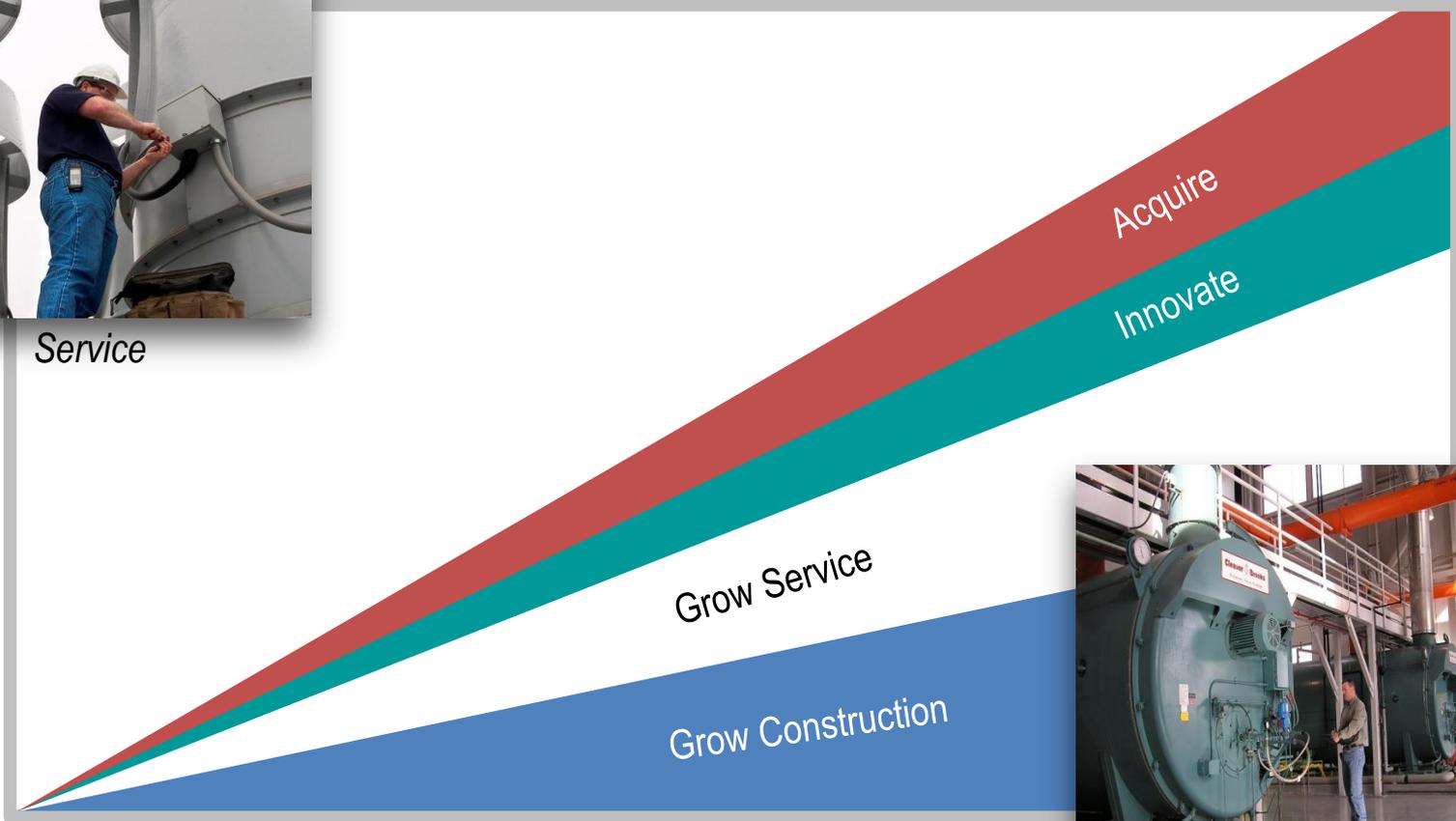
# Profile for Growth



*Service*

Earnings ▲

Time ►



*Commercial HVAC*

# Industry Environment: McGraw Hill Construction

## Comfort Systems USA in the Next Cycle

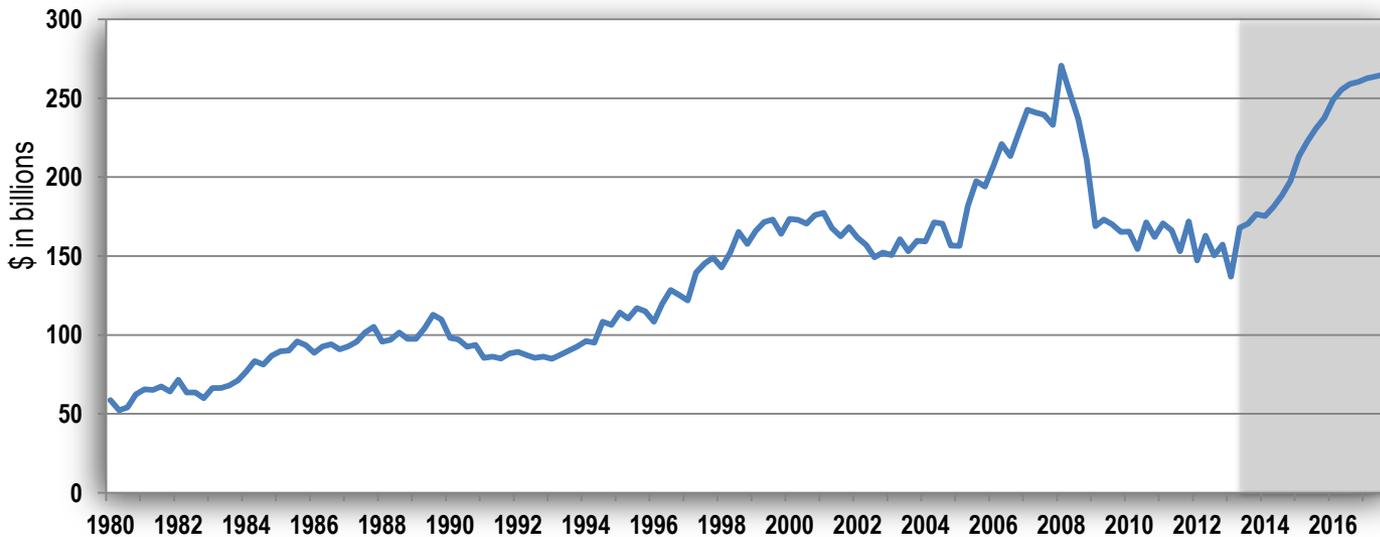
- Expanding service
- Growing markets
- Investing in our workforce
- Focusing on our customers

## Total Nonresidential Construction Starts

*Billions of Current Dollars*

	History					Forecast				
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Nonresidential	243.0	169.3	163.9	165.7	156.1	158.4	180.1	216.1	251.7	264.5
% Change	+2	-30	-3	+1	-6	+1	+14	+20	+16	+5

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



Source: McGraw Hill Construction 2Q 2013 CMFS Data



*Quality People. Building Solutions.*

## Appendices



# Appendix I — Income Statement (QTD)

(\$ in thousands, except per share information)

	Three Months Ended June 30,			
	2013		2012	
Revenue	\$ 351,053	100.0%	\$ 353,172	100.0%
Cost of Services	291,086	82.9%	299,076	84.7%
Gross Profit	59,967	17.1%	54,096	15.3%
Selling, General and Administrative Expenses	45,699	13.0%	46,877	13.3%
Gain on Sale of Assets	(111)	0.0%	(222)	-0.1%
Operating Income	\$ 14,379	4.1%	\$ 7,441	2.1%
Net Income from Continuing Operations Attributable to Comfort Systems	\$ 7,762	2.2%	\$ 4,370	1.2%
Diluted EPS from Continuing Operations	\$ 0.21		\$ 0.12	
Adjusted EBITDA <sup>(1)</sup>	\$ 18,799	5.4%	\$ 12,218	3.5%

<sup>(1)</sup>Adjusted EBITDA is a non-GAAP financial measure. See Appendix III for a GAAP Reconciliation to Adjusted EBITDA.

# Appendix II — Income Statement (YTD)

(\$ in thousands, except per share information)

	Six Months Ended June 30,			
	2013		2012	
Revenue	\$ 676,943	100.0%	\$ 680,074	100.0%
Cost of Services	565,509	83.5%	583,047	85.7%
Gross Profit	111,434	16.5%	97,027	14.3%
Selling, General and Administrative Expenses	92,219	13.6%	92,928	13.7%
Gain on Sale of Assets	(250)	0.0%	(339)	0.0%
Operating Income	\$ 19,465	2.9%	\$ 4,438	0.7%
Net Income from Continuing Operations Attributable to Comfort Systems	\$ 10,348	1.5%	\$ 3,578	0.5%
Diluted EPS from Continuing Operations	\$ 0.28		\$ 0.09	
Adjusted EBITDA <sup>(1)</sup>	\$ 28,513	4.2%	\$ 14,204	2.1%

<sup>(1)</sup>Adjusted EBITDA is a non-GAAP financial measure. See Appendix III for a GAAP Reconciliation to Adjusted EBITDA.

# Appendix III—GAAP Reconciliation to Adjusted EBITDA

(\$ in thousands)	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
Net Income Including Noncontrolling Interests	\$ 8,314	\$ 4,047	\$ 11,009	\$ 1,379
Discontinued Operation	-	(98)	54	139
Income Taxes	5,735	3,049	7,778	2,105
Other (Income) Expense, net	(37)	(18)	(101)	(69)
Changes in the Fair Value of Contingent				
Earn-out Obligations	27	37	54	67
Interest Expense, net	340	424	671	817
Gain on Sale of Assets	(111)	(222)	(250)	(339)
Depreciation and Amortization	4,531	4,999	9,298	10,105
Adjusted EBITDA	<u>\$ 18,799</u>	<u>\$ 12,218</u>	<u>\$ 28,513</u>	<u>\$ 14,204</u>

Note: The Company defines adjusted earnings before interest, taxes, depreciation and amortization (“Adjusted EBITDA”) as net income (loss) including noncontrolling interests, excluding discontinued operation, income taxes, other (income) expense, net, changes in the fair value of contingent earn-out obligations, 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 the Company.

# Appendix IV—GAAP Reconciliation to Adjusted EBITDA (Historical)

(\$ in thousands)

	Year Ended December 31,						
	2006	2007	2008	2009	2010	2011	2012
Net Income (Loss) Including Noncontrolling Interests	\$ 28,724	\$ 32,466	\$ 49,690	\$ 34,182	\$ 14,740	(\$36,492)	\$11,849
Discontinued Operations	(304)	(266)	107	(1,282)	5,824	4,018	(355)
Income Taxes	17,668	19,894	30,855	20,307	11,193	(5,463)	10,045
Other (Income) Expense, net	(100)	(5)	(68)	(17)	(247)	(934)	(145)
Changes in the Fair Value of Contingent Earn-out Obligations	-	-	-	-	(1,574)	(5,528)	(662)
Interest (Income) Expense, net	(1,969)	(2,670)	(1,154)	622	1,506	1,758	1,571
Gain on Sale of Assets	(125)	31	(290)	(106)	(527)	(236)	(491)
Goodwill Impairment	-	-	-	-	-	57,354	-
Depreciation and Amortization	5,137	6,787	12,325	12,635	16,718	18,982	20,569
Adjusted EBITDA	<u>\$ 49,031</u>	<u>\$ 56,237</u>	<u>\$ 91,465</u>	<u>\$ 66,341</u>	<u>\$ 47,633</u>	<u>\$ 33,459</u>	<u>\$ 42,381</u>

Note: The Company defines adjusted earnings before interest, taxes, depreciation and amortization (“Adjusted EBITDA”) as net income (loss) including noncontrolling interests, excluding discontinued operation, income taxes, other (income) expense, net, changes in the fair value of contingent earn-out obligations, 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 the Company.

# Appendix V—Supplemental Non-GAAP Information (Historical)

(\$ in thousands)

	Year Ended December 31,				
	2008	2009	2010	2011	2012
Net income (loss) from continuing operations attributable to Comfort Systems USA, Inc.	\$ 49,797	\$ 32,900	\$ 20,564	(\$32,812)	\$13,108
Goodwill impairment (after tax)	-	-	-	44,805	-
Changes in the fair value of contingent earn-out obligations (after tax)	-	-	(934)	(5,276)	(597)
Tax valuation allowances (after tax)	-	-	-	2,056	-
Net income from continuing operations attributable to Comfort Systems USA, Inc. excluding goodwill and other intangible asset impairments, changes in the fair value of contingent earn-out obligations and tax valuation allowances	<u>\$ 49,797</u>	<u>\$ 32,900</u>	<u>\$ 19,630</u>	<u>\$ 8,773</u>	<u>\$ 12,511</u>

Note 1: Operating results from continuing operations attributable to Comfort Systems USA, Inc., excluding goodwill impairment, changes in the fair value of contingent earn-out obligations and tax valuation allowances are presented because the Company believes it reflects the results of the core ongoing operations of the Company, 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 an entity's financial results under generally accepted accounting principles, and accordingly, this amount should not be considered an alternative to operating results as determined under generally accepted accounting principles and as reported by the Company.

Note 2: Net income (loss) from continuing operations attributable to Comfort Systems USA, Inc. is income (loss) from continuing operations less net income attributable to noncontrolling interests.

Note 3: The tax rate on these items was computed using the pro forma effective tax rate of the Company exclusive of these charges.

# Appendix VI—GAAP Reconciliation to Adjusted EPS (Historical)

	Year Ended December 31,				
	2008	2009	2010	2011	2012
Diluted income (loss) per share from continuing operations attributable to Comfort Systems USA, Inc.	\$ 1.24	\$ 0.86	\$ 0.54	\$ (0.88)	\$ 0.35
Goodwill and other intangible asset impairments	-	-	-	1.20	-
Changes in the fair value of contingent earn-out obligations	-	-	(0.02)	(0.14)	(0.02)
Tax valuation allowances	-	-	-	0.05	-
Diluted income per share from continuing operations attributable to Comfort Systems USA, Inc. excluding goodwill and other intangible asset impairments, changes in the fair value of contingent earn-out obligations and tax valuation allowances	<u>\$ 1.24</u>	<u>\$ 0.86</u>	<u>\$ 0.52</u>	<u>\$ 0.23</u>	<u>\$ 0.33</u>

Note 1: Operating results from continuing operations attributable to Comfort Systems USA, Inc., excluding goodwill and other intangible asset impairments, changes in the fair value of contingent earn-out obligations and tax valuation allowances are presented because the Company believes it reflects the results of the core ongoing operations of the Company, 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 an entity's financial results under generally accepted accounting principles, and accordingly, this amount should not be considered an alternative to operating results as determined under generally accepted accounting principles and as reported by the Company.

Note 2: Net income (loss) from continuing operations attributable to Comfort Systems USA, Inc. is income (loss) from continuing operations less net income attributable to noncontrolling interests.

Note 3: The tax rate on these items was computed using the pro forma effective tax rate of the Company exclusive of these charges.

**Bill George**  
**Executive Vice President and CFO**

**1-800-723-8431**

**[bill.george@comfortsystemsusa.com](mailto:bill.george@comfortsystemsusa.com)**

**[www.comfortsystemsusa.com](http://www.comfortsystemsusa.com)**