

Quality People. Building Solutions.

**COMFORT
SYSTEMS USA[®]**



As of November 11, 2010

Safe Harbor Statement



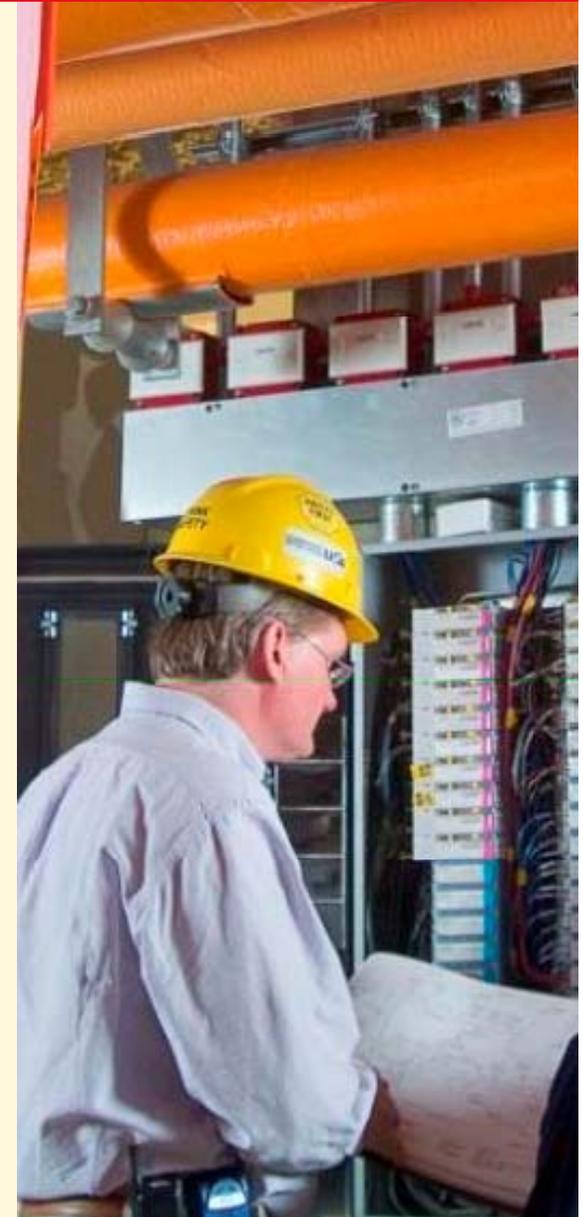
This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on the current plans and expectations of future events of Comfort Systems USA, Inc. and involve risks and uncertainties that could cause actual 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, 2009." 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.

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



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.

- 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



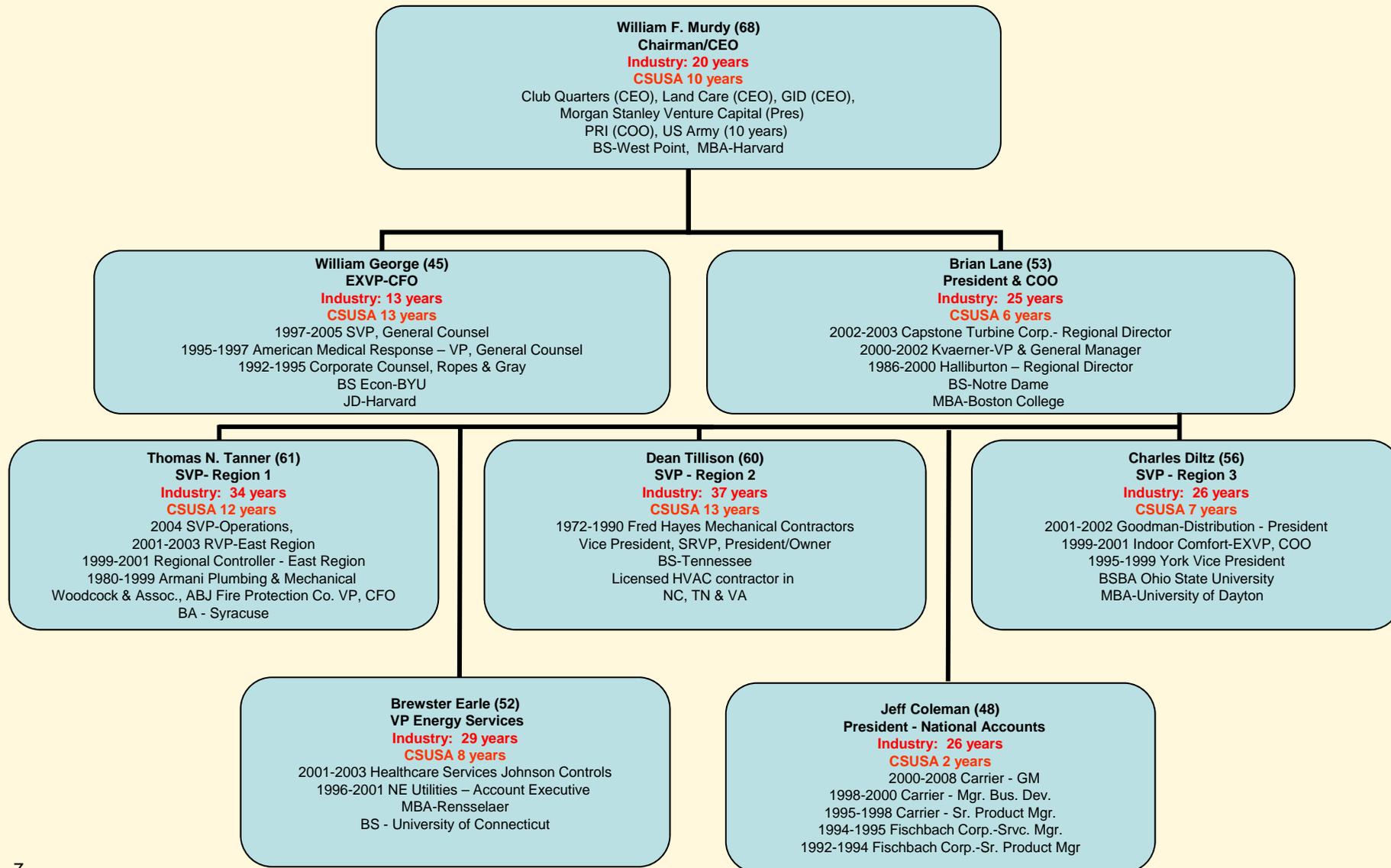
- **National**
- **Commercial, Industrial, Institutional**
- **HVAC/Piping/Plumbing/Energy Efficiency**

- **Strong balance sheet**

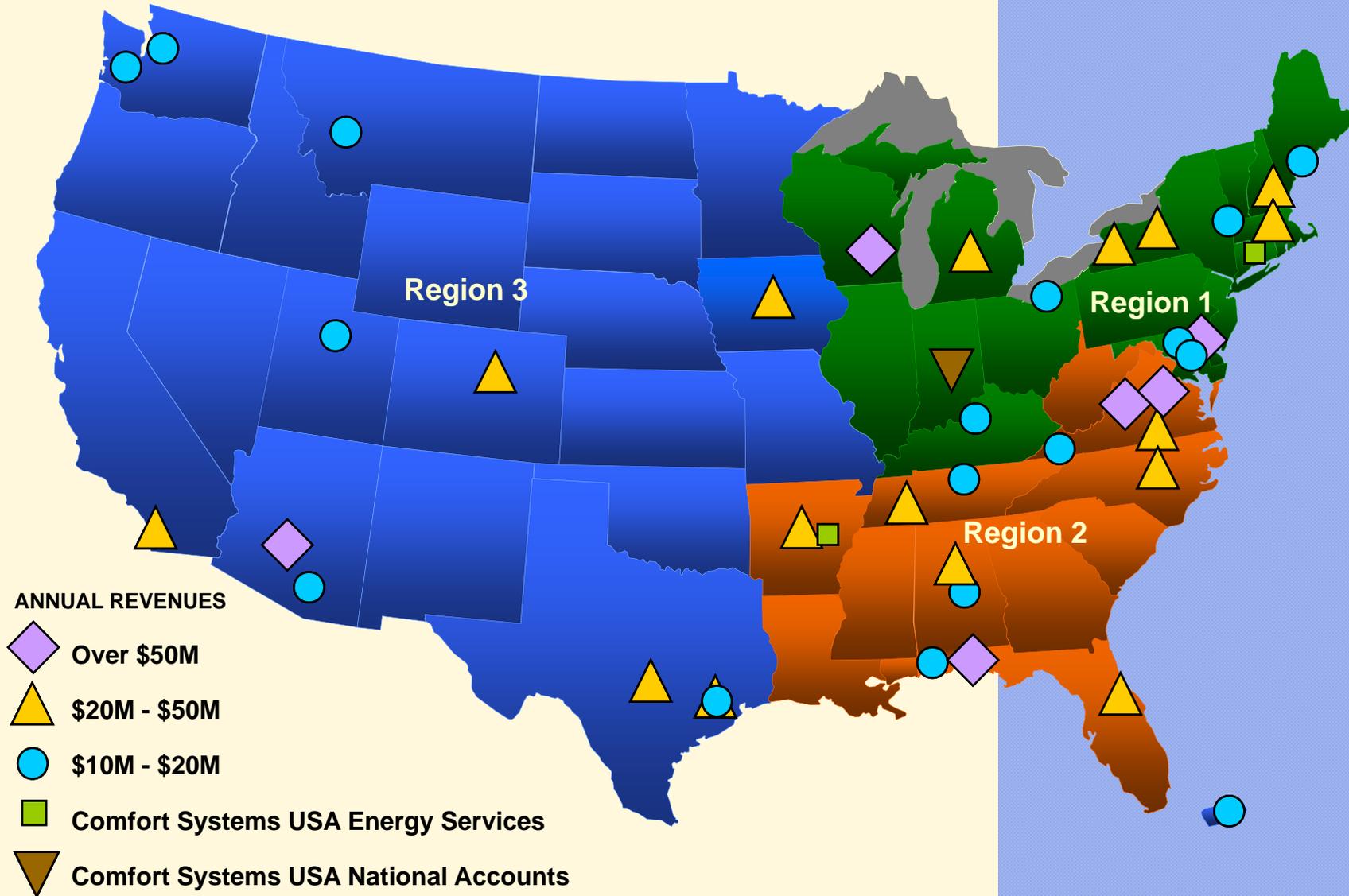
- **47% new construction; 53% service, repair, retrofit**
- **2009 Full Year Revenues \$1.1 billion**
- **2010 Run Rate \$1.1 billion**



Comfort Systems USA's TEAM



Comfort Today

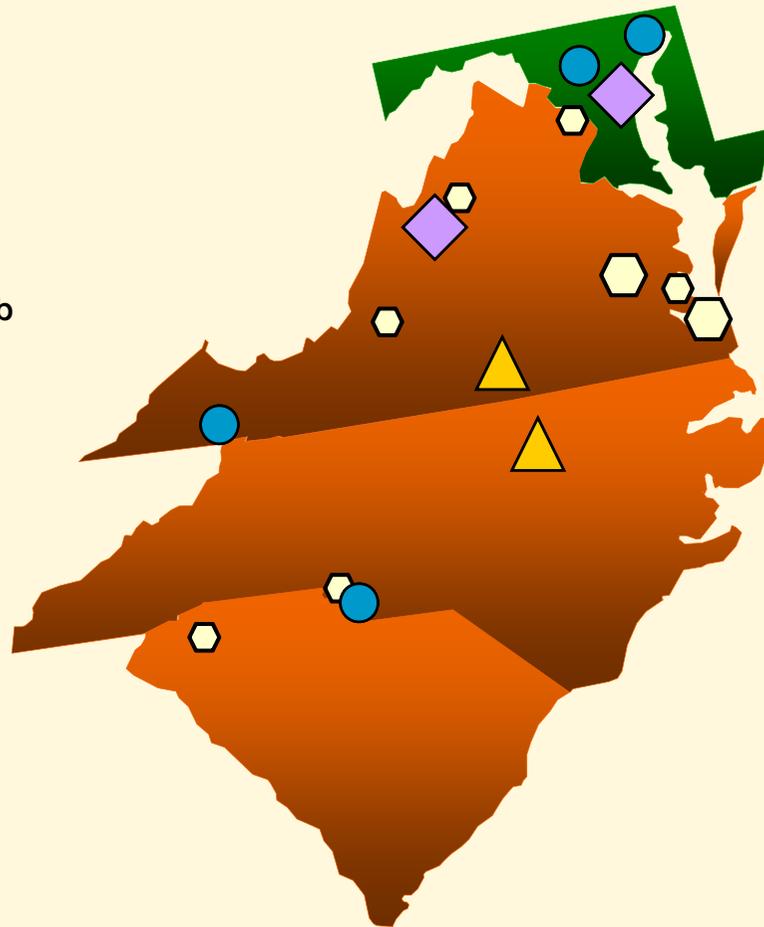


ColonialWebb Contractors with Comfort Systems USA



ANNUAL REVENUES

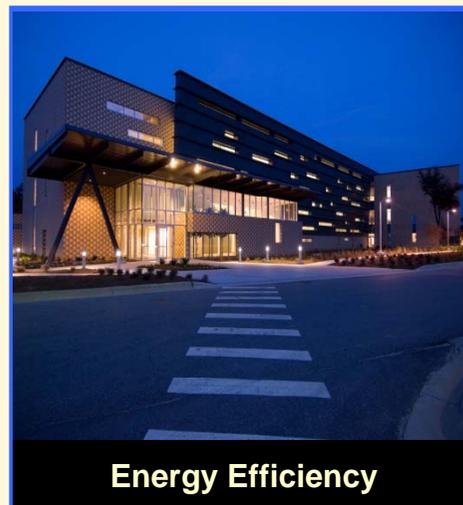
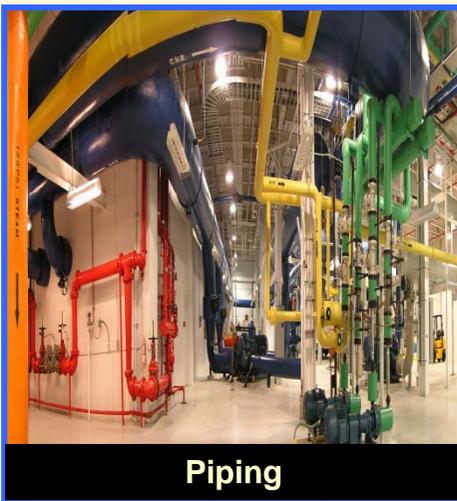
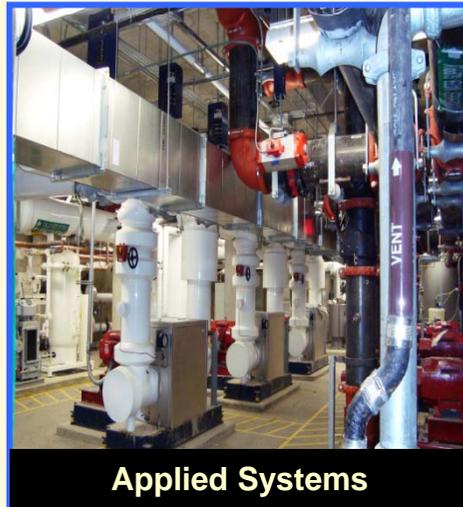
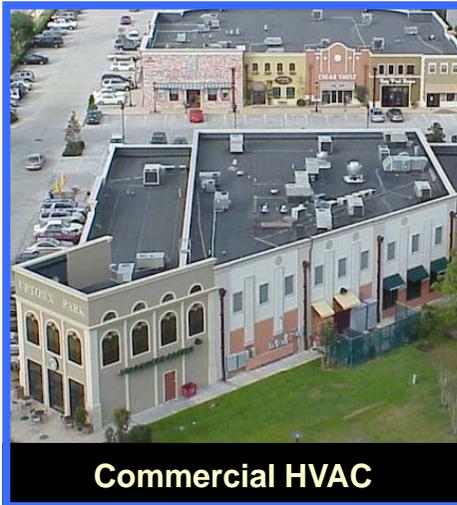
- ◆ Over \$50M
- ▲ \$20M - \$50M
- \$10M - \$20M
- ⬡ Colonial Webb Locations



- Acquired July 2010
- \$180M - \$190M Annual Revenue
- Main offices in Richmond, VA and Norfolk, VA

What We Do

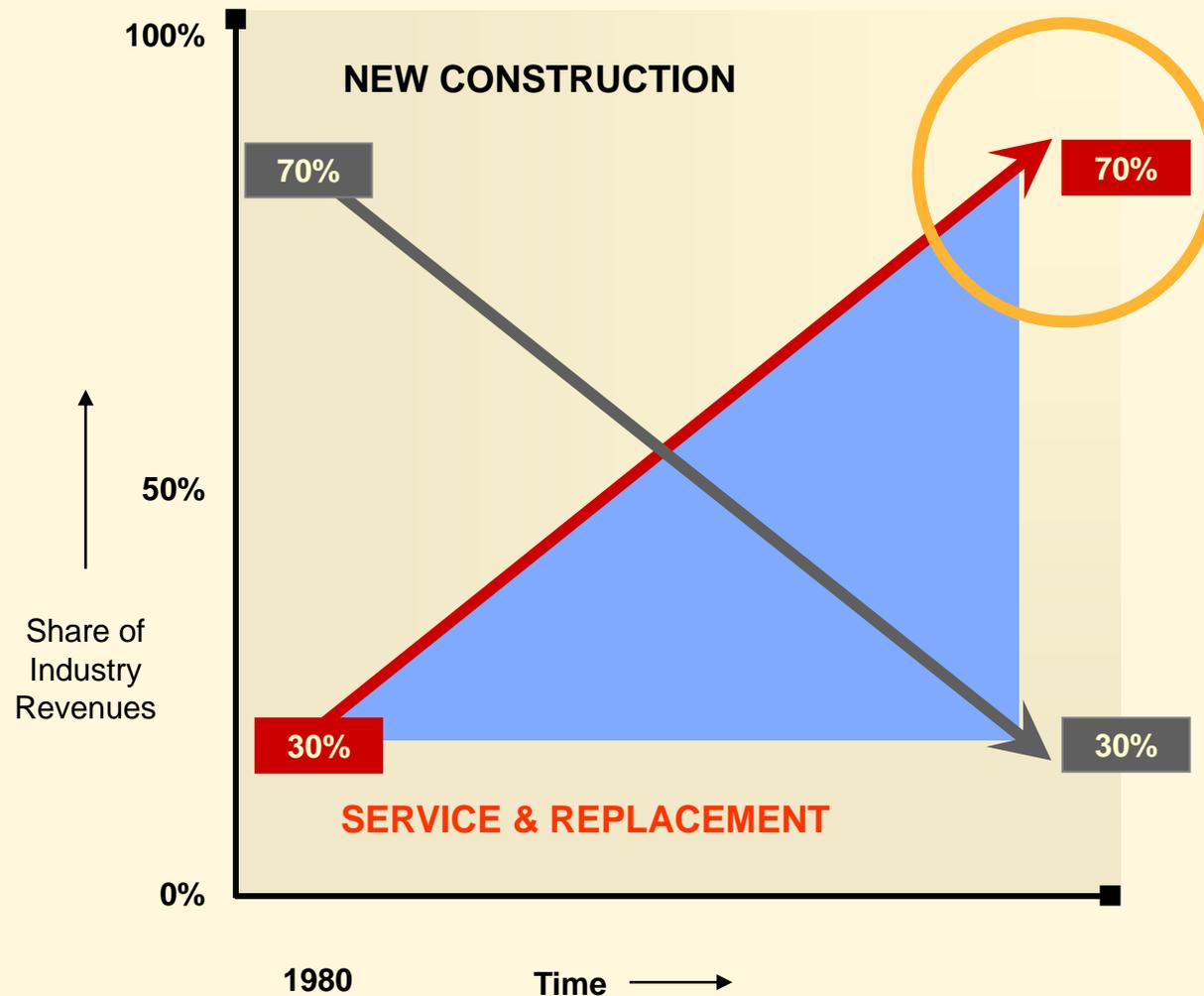
Commercial, Industrial, Institutional HVAC – A \$40B+ Industry



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

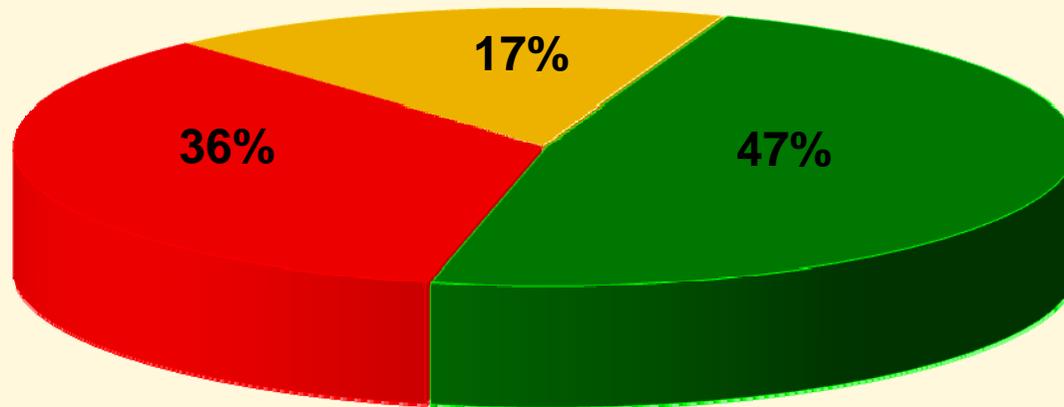
Industry Trend Toward Service & Replacement (Recurring Revenue)



- 5.3 million commercial buildings
- Recurring Service
- 20 year replacement cycle/retrofits for energy efficiency
- “Inventory” of future business
- OEMs note significant deferred maintenance & replacement over recent years

Revenues by Activity

2010 YTD

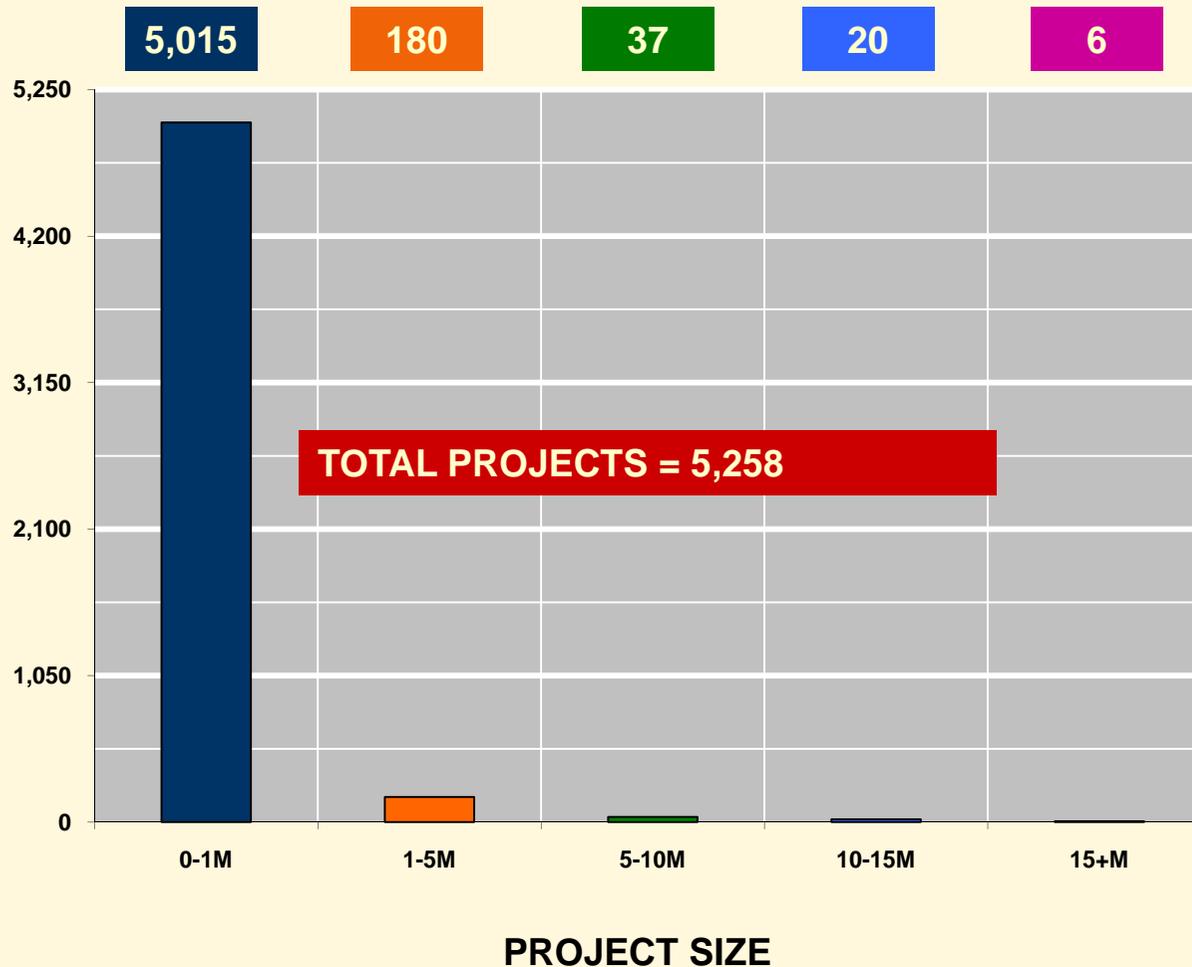


- Service and Maintenance
- New Construction/Installation
- Replacement

Diverse Project Mix



OF PROJECTS (As of September 30, 2010)



Average Project Size

\$375,000

Average Project Length

6-9 months

Value of Projects >\$1M

\$1,062.3M

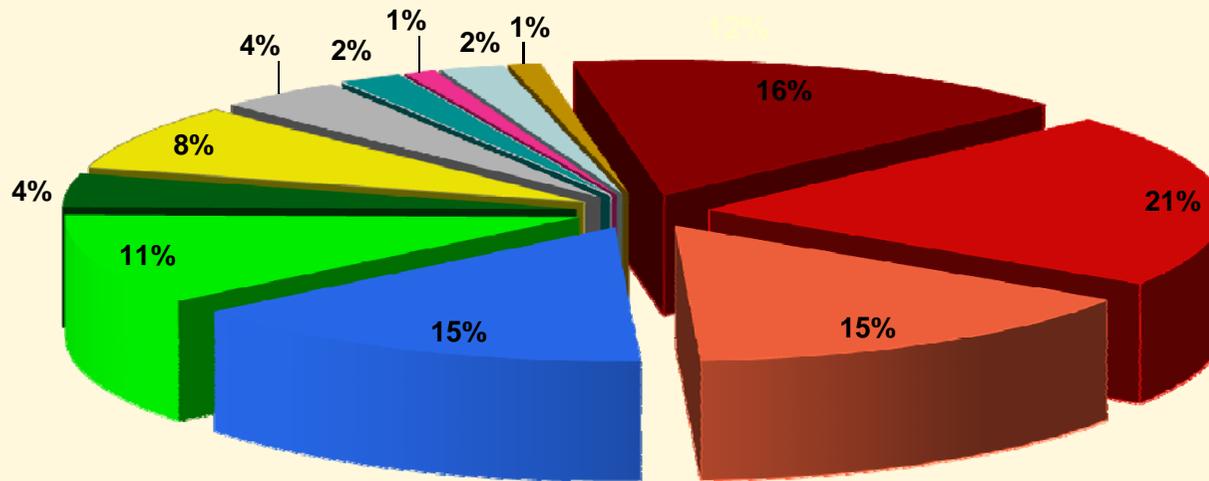
Value of Projects <\$1M

\$902.7M

Diverse End-Use Base



September 30, 2010 YTD



- Healthcare
- Education
- Government
- Manufacturing
- Office Building
- Multi-Family
- Retail/Restaurants
- Other
- Lodging & Entertainment
- Residential
- Religious & Not-for-Profit
- Distribution

Top 20 Customers

- Served by 17 different Comfort operating units
- Largest customer = approximately 2% of revenues

Diverse End-Use Base



Omni Orlando Resort at ChampionsGate
Orlando, Florida



Arboretum Elementary School
Waukegan, Wisconsin



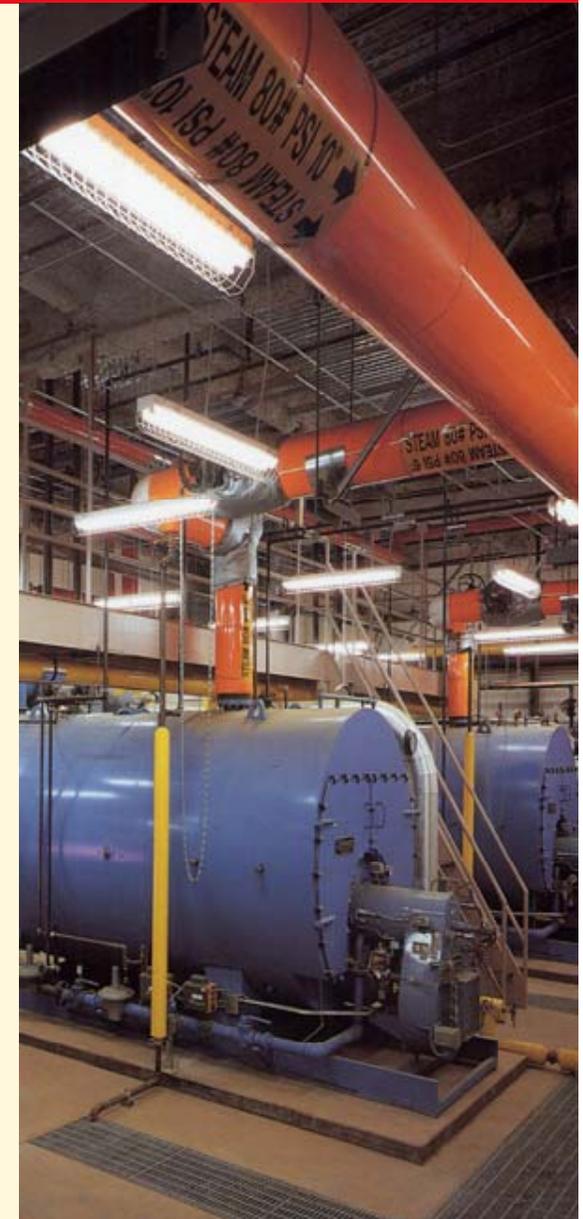
Iowa Renewal Energy
Washington, Iowa



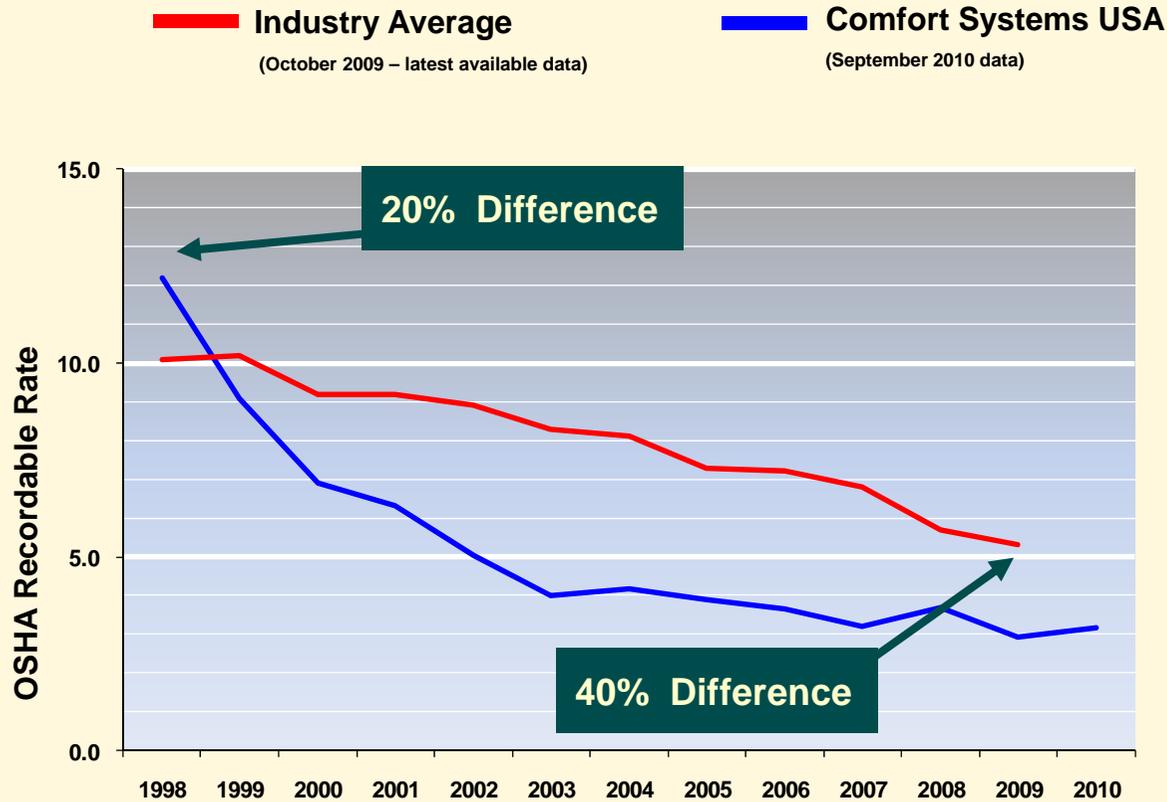
University Hospital
Little Rock, Arkansas

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



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.

Lost Time Injury Rate

<53% of industry average

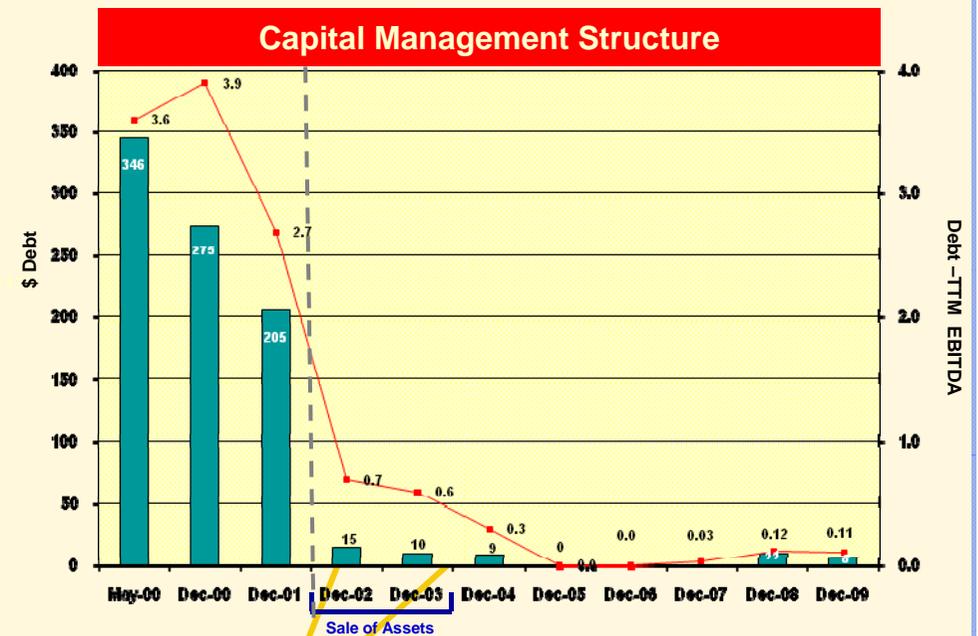
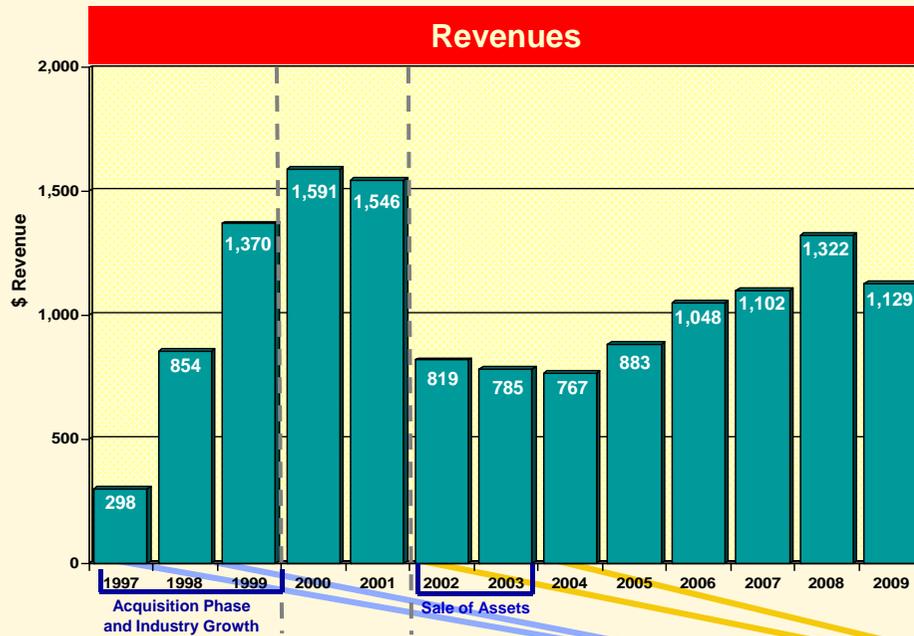
OSHA Incident Rate

<40% of industry average

Training

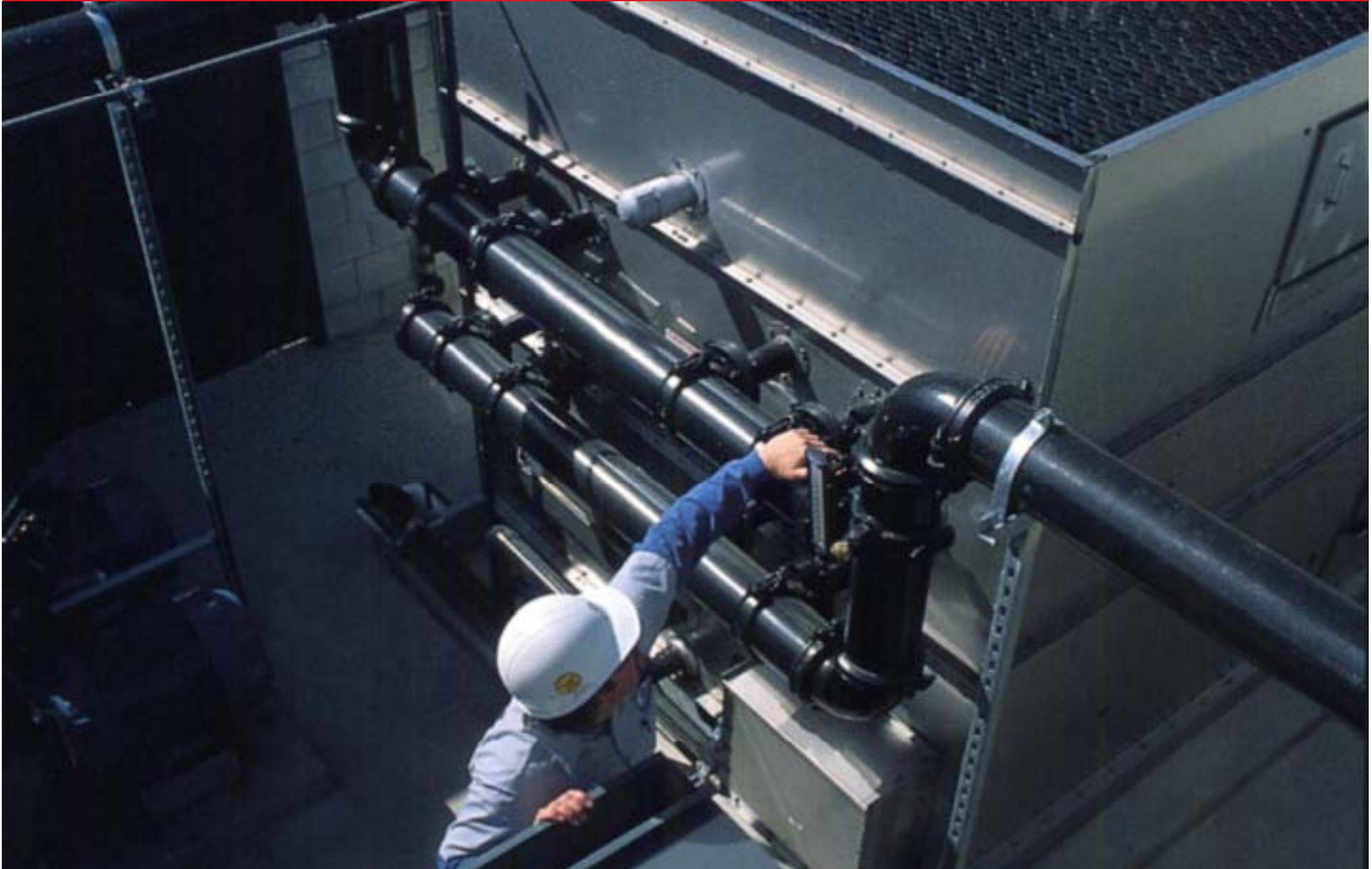
97% completed

History – Financial



Financial Overview

COMFORT
SYSTEMS USA[®]



Financial Profile

(\$ in millions, except per share amounts)

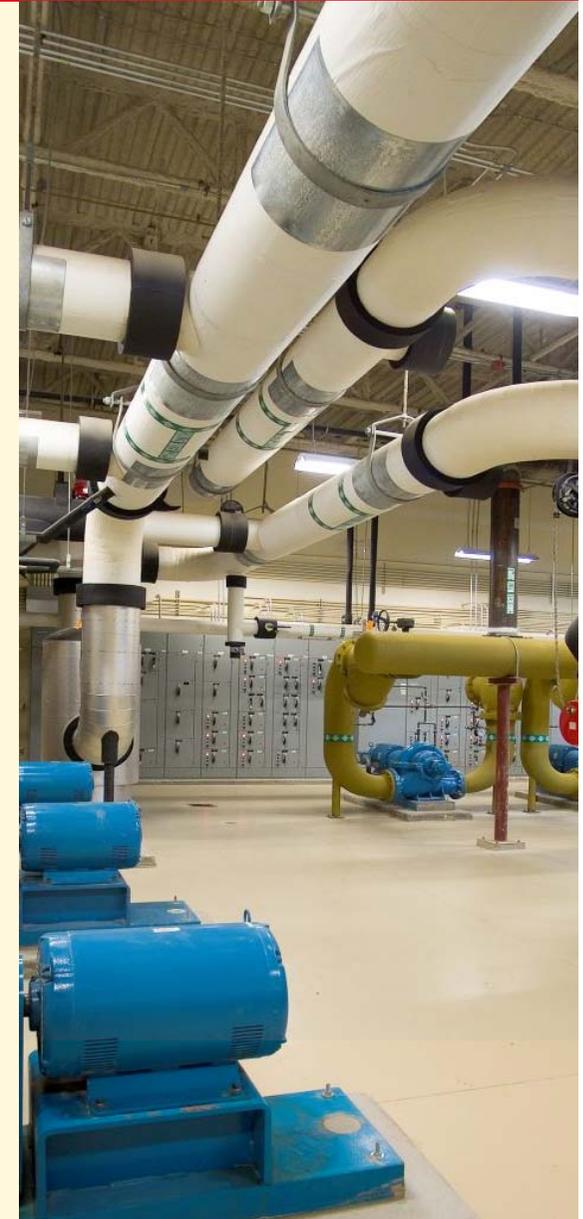
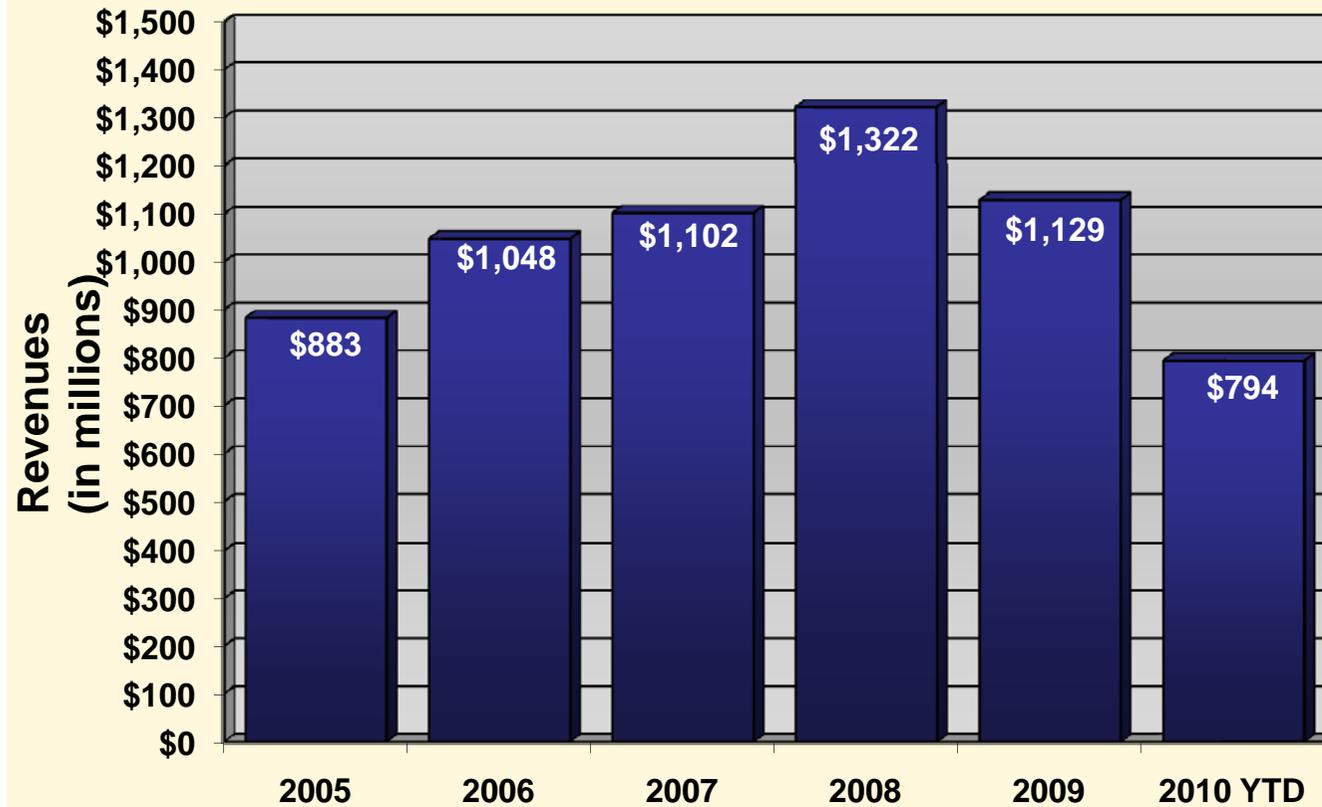


	3Q		3Q YTD	
	2010	2009	2010	2009
Revenues	\$ 307.6	\$ 291.6	\$ 793.7	\$ 872.2
Adjusted EBITDA (*)	\$ 13.2	\$ 18.9	\$ 28.8	\$ 54.5
% Revenue	4.3%	6.5%	3.6%	6.2%
Operating Income excluding goodwill impairment (**)	\$ 8.5	\$ 15.8	\$ 17.4	\$ 44.8
% Revenue	2.7%	5.4%	2.2%	5.1%
Net Income - Continuing Operations excluding goodwill impairment (**)	\$ 5.4	\$ 9.5	\$ 10.9	\$ 27.1
% Revenue	1.8%	3.3%	1.4%	3.1%
Diluted EPS - Continuing Operations excluding goodwill impairment (**)	\$ 0.14	\$ 0.25	\$ 0.29	\$ 0.70
Debt	\$ 31.3	\$ 8.6		
Cash	\$ 44.7	\$ 139.9		
Backlog	\$ 638.5	\$ 554.3		

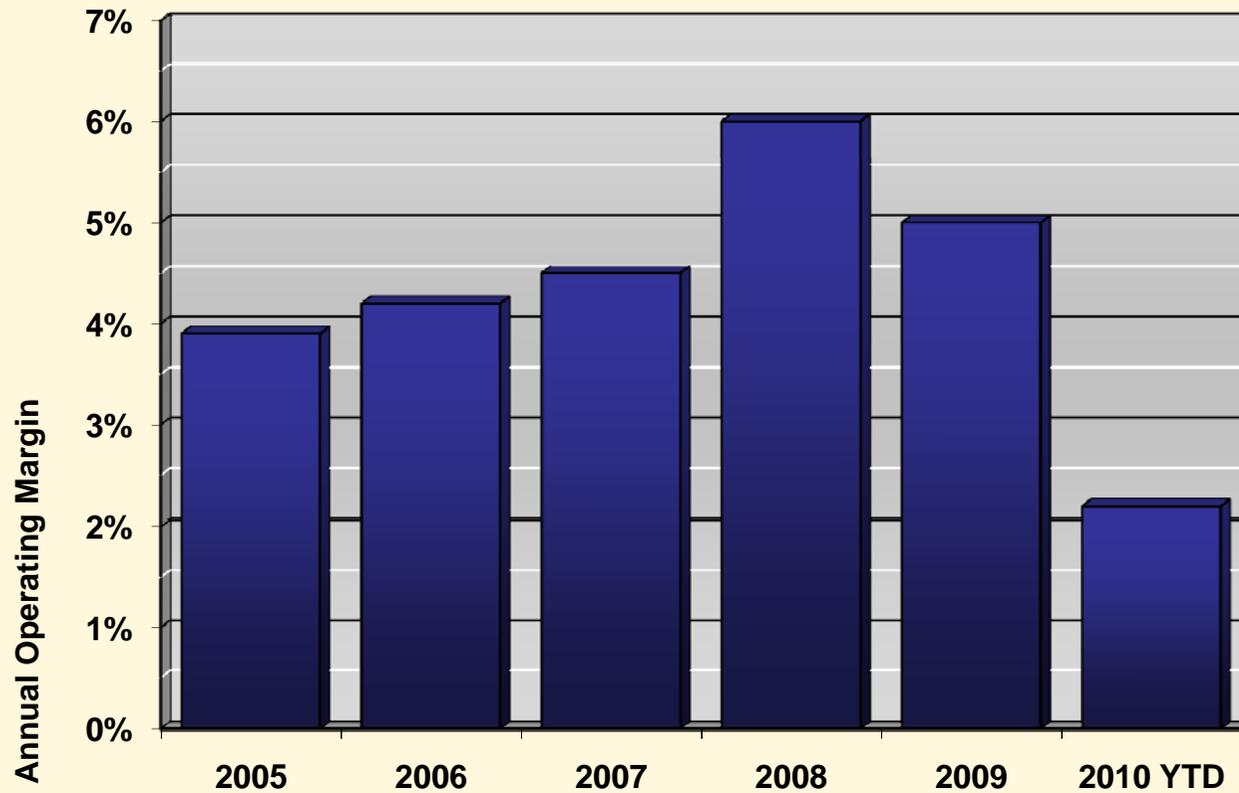
* See Slide 40 for GAAP Reconciliation to Adjusted EBITDA

** See Slide 41 for Supplemental Non-GAAP Information

Revenues



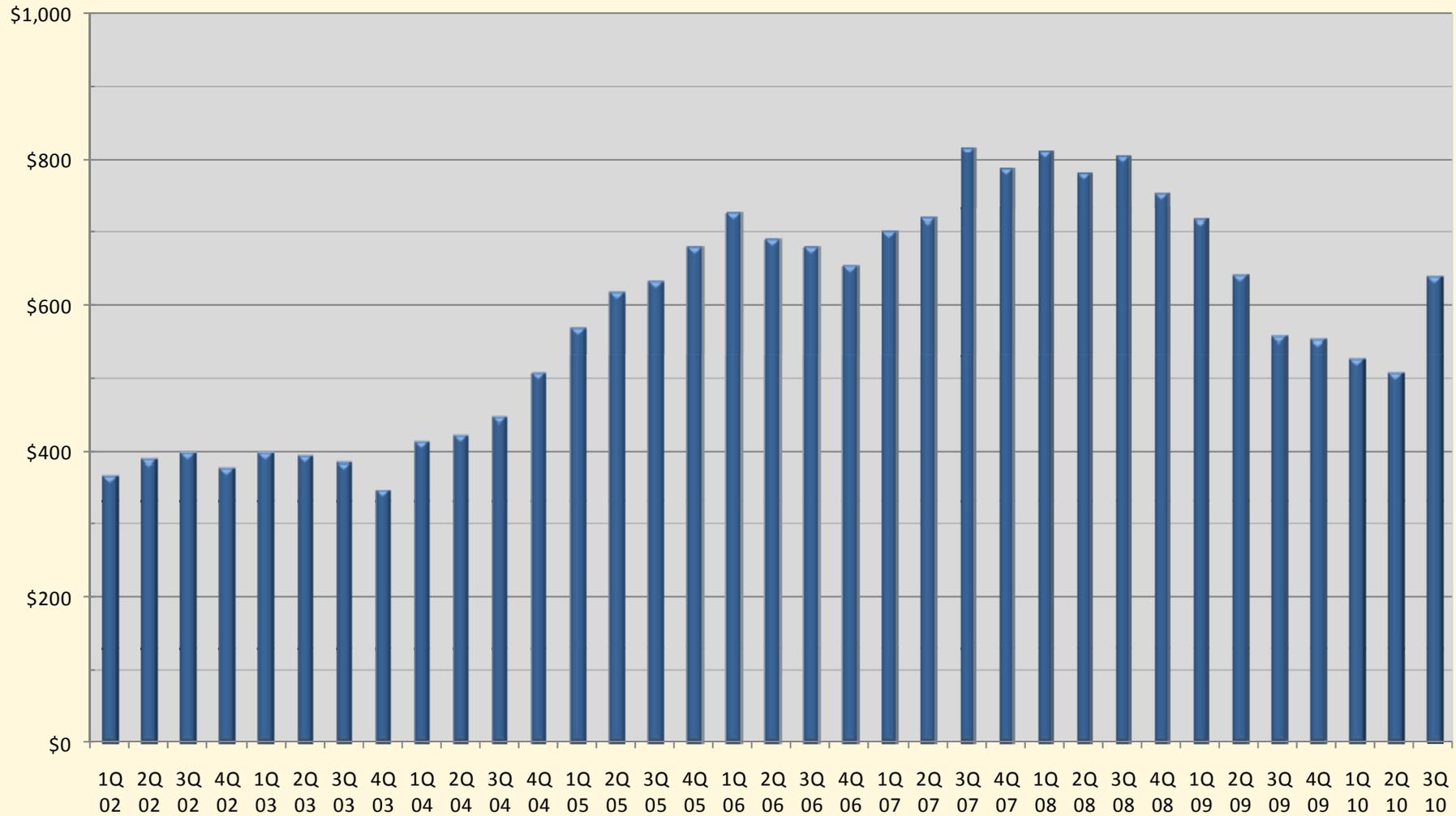
Operating Margins ^(a)



(a) This table includes non-GAAP financial information as the information provided excludes goodwill impairment charges of \$33.9 million for 2005 and \$4.4 million for 2010. No goodwill impairment charge was recorded for 2006, 2007, 2008 or 2009.



Backlog (in millions)



Financial Strengths

- **Market share up – revenue and profit performance better than industry**
- **Commitment to cost containment**
- **\$45 million cash at 9/30/10; substantial credit capacity if needed**
- **Positive free cash flow for eleven calendar years**



Profile For Growth



EARNINGS

TIME

CURRENT
OPERATIONS
(CONSTRUCTION
AND SERVICE)

ACQUISITIONS
ENERGY EFFICIENCY
INCREMENTAL SERVICE GROWTH



Increase Productivity

▪ Education

- Leadership
- Project Managers
- Superintendents
- Service Sales
- Service Operations
- Craft
- Safety

▪ Best Practices

- Project Management
- Estimating

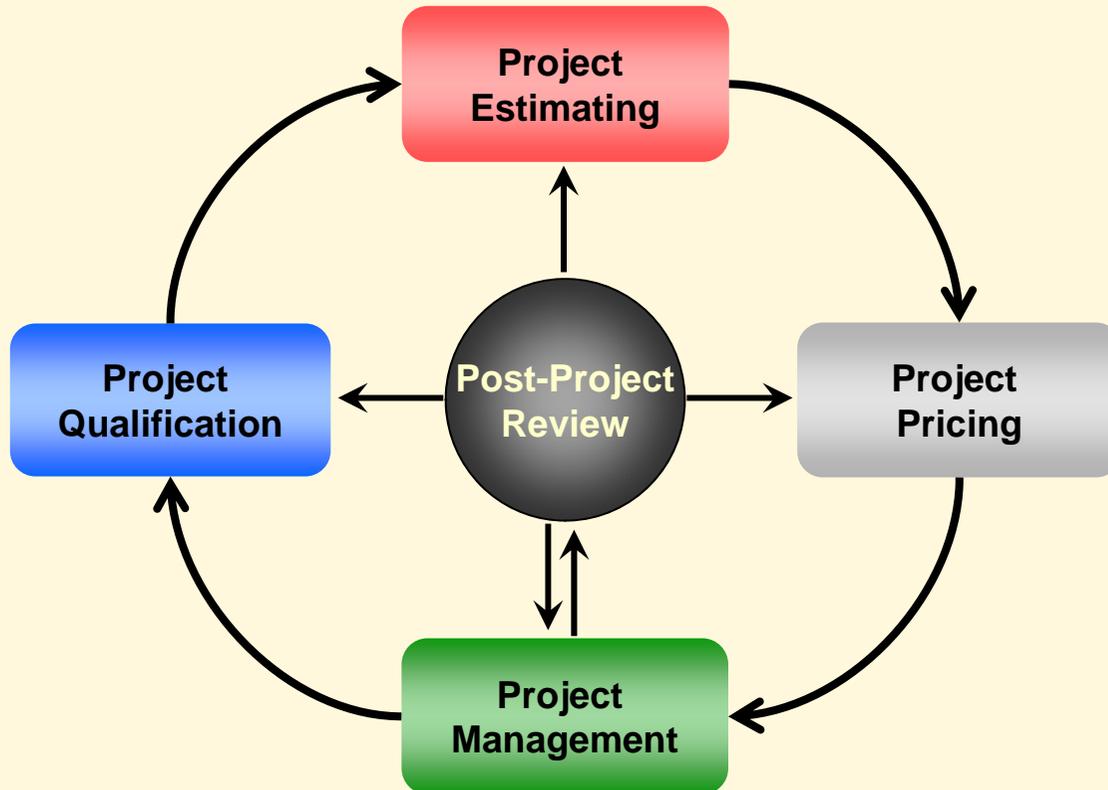
▪ Cooperation with suppliers

▪ Prefabrication

▪ New materials and methods



Job Loop



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

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

K
kmart

EVERY SEASON STARTS AT
DICK'S
SPORTING GOODS

THE HOME DEPOT

Total Wine
& MORE

Pamida

ShopKo
STORES INC.

Coca-Cola Enterprises

HOT TOPIC

NIKE

FRAZEE
FRAZEE PAINT

Sears

RACK ROOM SHOES

SPEEDY CASH

DAVID'S BRIDAL

PAGSUN

PETCO.COM
Where the pets go online.

Cole Haan
OUTLET

ORIGINS

CARmax
THE AUTO SUPERSTORE

Eye Care Centers of America, Inc.

TIRE KINGDOM
SERVICE • BRAKES • BATTERIES • MORE

GOLF GALAXY

MC SPORTS

Green Is Part Of Our Business

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



Use Our Energy to Save Yours! TM

- **Internal**

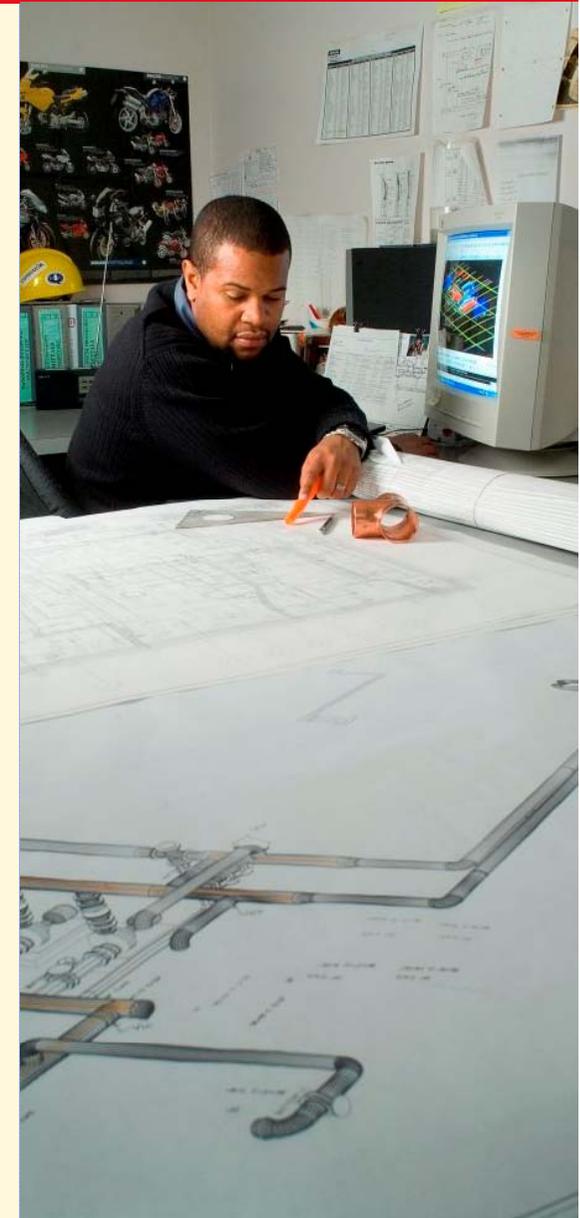
- More of what we do best
- Service
- Energy efficiency

- **Step Out Growth**

- New locations for existing companies
- Techs “on their own”

- **Targeted acquisitions**

- Best HVAC oriented mechanical in new area



The Ideal Candidate

- **\$20 million + 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 company**



Target Markets

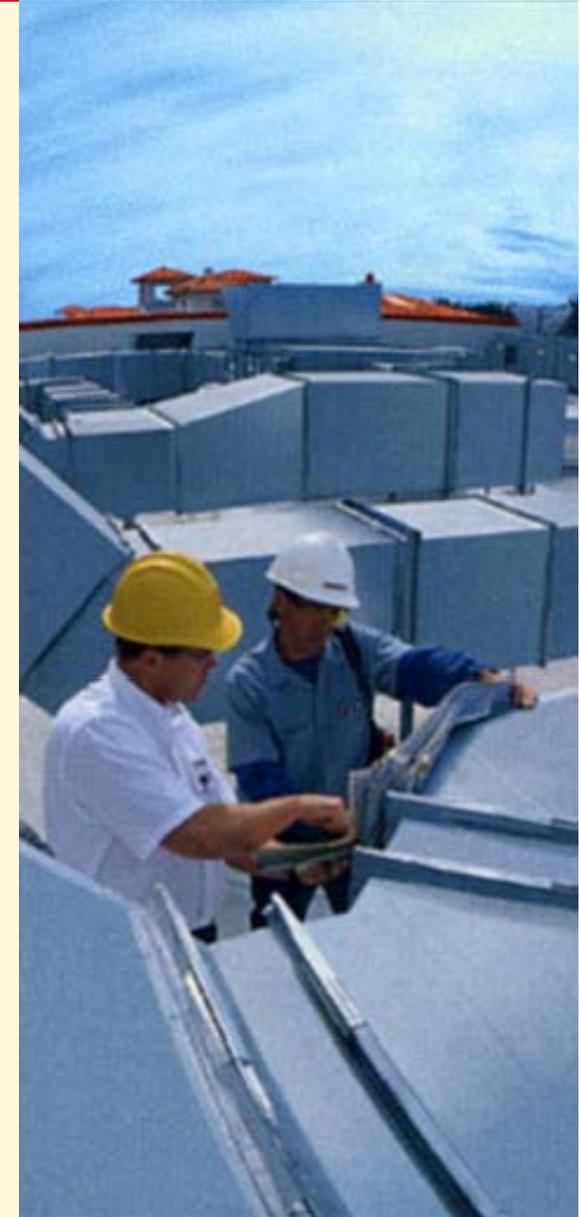


(Listed Alphabetically)

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

Long-Term

- **\$40+ billion fragmented industry**
- **HVAC is 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**



What We Do





Appendices

Appendix I – GAAP Reconciliation To Adjusted EBITDA (in thousands)



	Three Months Ended September 30,		Nine Months Ended September 30,	
	2010	2009	2010	2009
Net Income	\$ 5,371	\$ 9,540	\$ 8,944	\$ 26,580
Discontinued Operations	39	-	(723)	480
Income Taxes	2,919	6,072	4,164	17,293
Other Income	(669)	(3)	(675)	(5)
Interest Expense, net	793	184	1,223	454
Gain on Sale of Assets	(29)	(101)	(502)	(98)
Goodwill Impairment	-	-	4,446	-
Depreciation and Amortization	4,802	3,250	11,882	9,802
Adjusted EBITDA	\$ 13,226	\$ 18,942	\$ 28,759	\$ 54,506

Note 1: We define adjusted earnings before interest, taxes, depreciation and amortization (“Adjusted EBITDA”) as net income, excluding discontinued operations, income taxes, other income, 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, net income, or cash flows as determined under generally accepted accounting principles and as reported us.

Appendix II – Supplemental Non-GAAP Information (\$ in thousands except per share amounts)



	Three Months Ended September 30,		Nine Months Ended September 30,	
	2010	2009	2010	2009
Operating Income	\$ 8,453	\$ 15,793	\$ 12,933	\$ 44,802
Goodwill Impairment	-	-	4,446	-
Operating Income excluding goodwill impairment	8,453	15,793	17,379	44,802
Interest and other	(124)	(181)	(548)	(449)
Income before income taxes excluding goodwill impairment	8,329	15,612	16,831	44,353
Income tax expense excluding goodwill impairment	2,919	6,072	5,936	17,293
Net income from continuing operations excluding goodwill impairment	<u>\$ 5,410</u>	<u>\$ 9,540</u>	<u>\$ 10,895</u>	<u>\$ 27,060</u>
Earnings per share excluding goodwill impairment	\$ 0.14	\$ 0.25	\$ 0.29	\$ 0.70

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.



Quality People. Building Solutions.

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