ArcBest

Investor Presentation

Forward Looking Statements

Certain statements and information in this presentation may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including, among others, statements regarding (i) our expectations about our intrinsic value or our prospects for growth and value creation and (ii) our financial outlook, position, strategies, goals, and expectations. Terms such as “anticipate,” “believe,” “could,” “estimate,” “expect,” “forecast,” “foresee,” “intend,” “may,” “plan,” “predict,” “project,” “scheduled,” “should,” “would,” and similar expressions and the negatives of such terms are intended to identify forward-looking statements. These statements are based on management’s beliefs, assumptions, and expectations based on currently available information, are not guarantees of future performance, and involve certain risks and uncertainties (some of which are beyond our control). Although we believe that the expectations reflected in these forward-looking statements are reasonable as and when made, we cannot provide assurance that our expectations will prove to be correct. Actual outcomes and results could materially differ from what is expressed, implied, or forecasted in these statements due to a number of factors, including, but not limited to: effects of widespread outbreak of an illness or disease, including the COVID-19 pandemic, or any other public health crisis, as well as regulatory measures implemented in response to such events; external events which may adversely affect us or the third parties who provide services for us, for which our business continuity plans may not adequately prepare us; a failure of our information systems, including disruptions or failures of services essential to our operations or upon which our information technology platforms rely, data breach, and/or cybersecurity incidents; interruption or failure of third-party software or information technology systems or licenses; untimely or ineffective development and implementation of, or failure to realize potential benefits associated with, new or enhanced technology or processes, including the pilot test program at ABF Freight; the loss or reduction of business from large customers; the ability to manage our cost structure, and the timing and performance of growth initiatives; the cost, integration, and performance of any recent or future acquisitions, including the MoLo acquisition, and the inability to realize the anticipated benefits of the acquisition within the expected time period or at all; market fluctuations and interruptions affecting the price of our stock or the price or timing of our share repurchase programs; maintaining our corporate reputation and intellectual property rights; nationwide or global disruption in the supply chain increasing volatility in freight volumes; competitive initiatives and pricing pressures; increased prices for and decreased availability of new revenue equipment, decreases in value of used revenue equipment, and higher costs of equipment-related operating expenses such as maintenance, fuel, and related taxes; availability of fuel, the effect of volatility in fuel prices and the associated changes in fuel surcharges on securing increases in base freight rates, and the inability to collect fuel surcharges; relationships with employees, including unions, and our ability to attract, retain, and develop employees; unfavorable terms of, or the inability to reach agreement on, future collective bargaining agreements or a workforce stoppage by our employees covered under ABF Freight’s collective bargaining agreement; union employee wages and benefits, including changes in required contributions to multiemployer plans; availability and cost of reliable third-party services; our ability to secure independent owner operators and/or operational or regulatory issues related to our use of their services; litigation or claims asserted against us; governmental regulations; environmental laws and regulations, including emissions-control regulations; default on covenants of financing arrangements and the availability and terms of future financing arrangements; self-insurance claims and insurance premium costs; potential impairment of goodwill and intangible assets; general economic conditions and related shifts in market demand that impact the performance and needs of industries we serve and/or limit our customers’ access to adequate financial resources; increasing costs due to inflation; seasonal fluctuations and adverse weather conditions; and other financial, operational, and legal risks and uncertainties detailed from time to time in ArcBest Corporation’s public filings with the Securities and Exchange Commission (the “SEC”).

For additional information regarding known material factors that could cause our actual results to differ from our projected results, please see our filings with the SEC, including our 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. We undertake 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.

PROFILE OF AN INDUSTRY LEADER

95+
Years of transportation and logistics experience

#1
Safety award winner in the industry

>98%
Coverage of United States

~240
Asset-Based North American service centers

25K+
Owned and operated assets

TOP 15
U.S. Truckload Broker

80K
Approved contract carriers

ArcBest

Broad Suite of Logistics Solutions and Services

- Truckload
- Premium Logistics
- Less-than-Truckload
- Managed Transportation
- Expedite & Time Critical
- International Air & Ocean
- Supply Chain Optimization
- Product Launch
- Final Mile
- Retail Logistics
- Trade Show Shipping
- Warehousing

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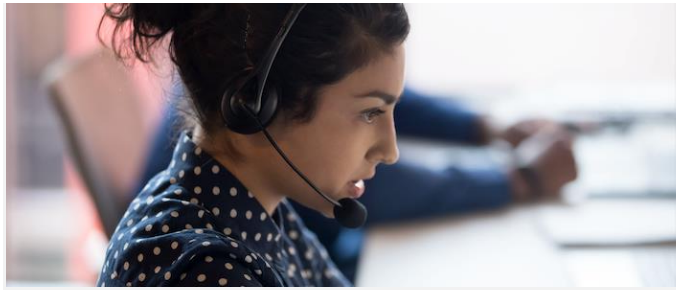
AN INTEGRATED LOGISTICS COMPANY

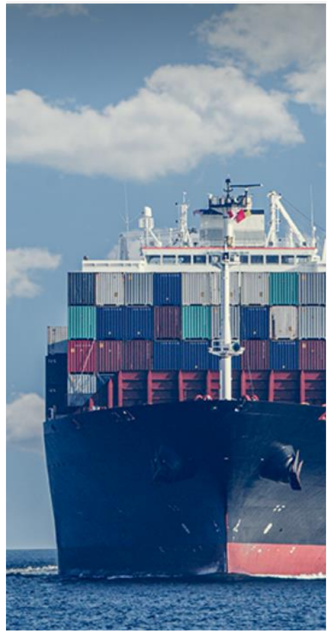


44% of revenue from logistics in 4Q’21 versus 7% in 2012

Ongoing investment in technology and equipment

Realignment and enhanced market approach under the ArcBest brand in 2017

5 Five key logistics acquisitions since 2012



Opportunistic addition of transactional LTL-rated shipments and innovative asset-based space-based pricing

Creative problem solvers with a strong focus on best-in-class customer experience

MOLO ACQUISITION ADVANCES STRATEGY (1)

Top 15 U.S. Truckload Broker in the Growing Domestic Transportation Management Marketplace [$91 Billion(2)]

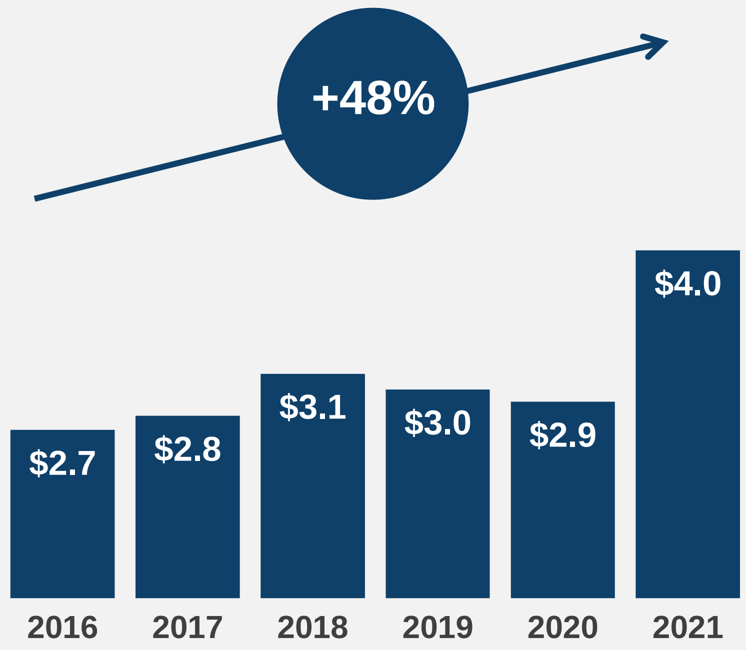
	ArcBest	MoLo	ArcBest + MoLo
Revenue(3)			**$4.0B**
Customers	**~30,000**	**~500**	**~30,500**
Employees	**~14,000**	**~500**	**~14,500**
Carriers	**~40,000**	**~45,000**	**~80,000** (Net of overlap)
Expertise	**Nearly 100-year history as a trusted logistics provider**	**TL brokerage and entrepreneurial mindset**	**Improved value proposition for customers, carriers, employees and shareholders**

1) MoLo acquisition effective November 1, 2021
2) Source: Armstrong & Associates, as of August 2021
3) ArcBest full year 2021 consolidated revenue including approximately $120 million of MoLo revenue in the ArcBest segment for the months of November 2021 and December 2021.

Strategy in Action

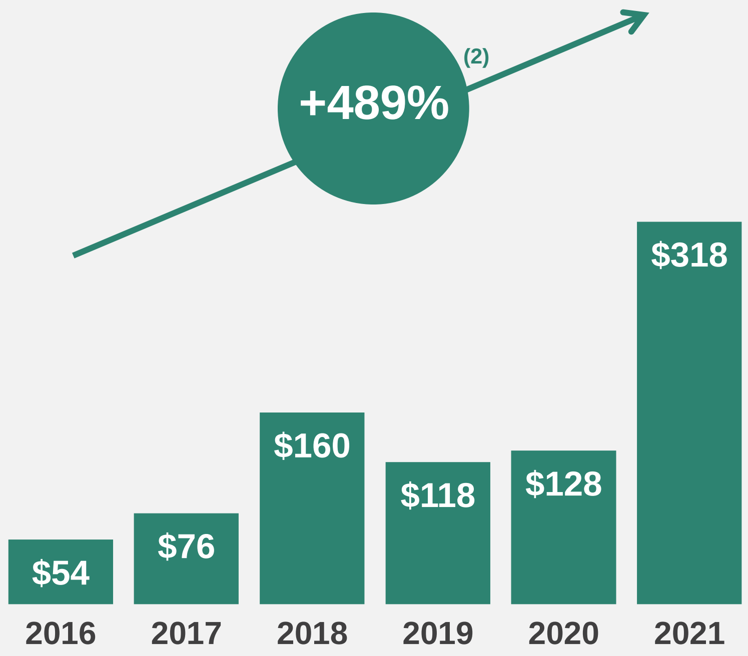
Our strategy is delivering solid results

Revenues ($B)



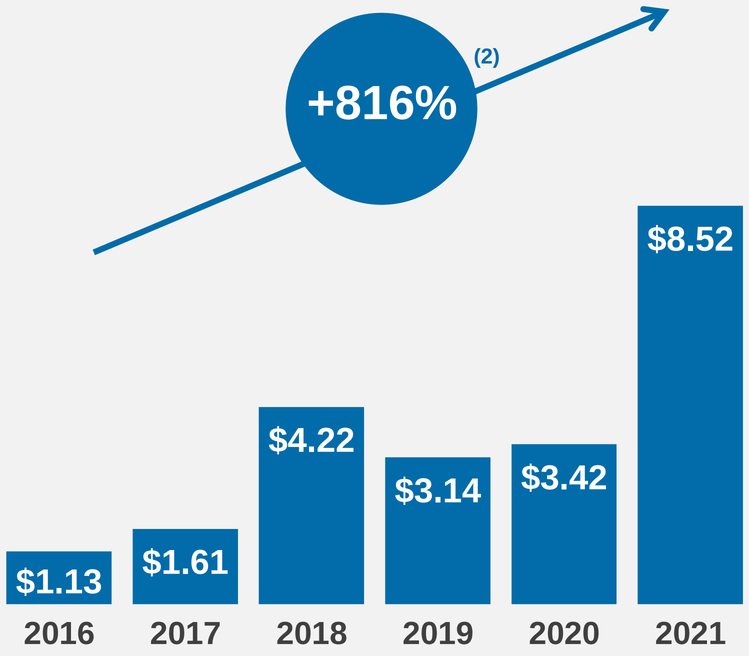
Operating Income[1] ($M)

(Non-GAAP)



Earnings Per Share[1]

(Non-GAAP)



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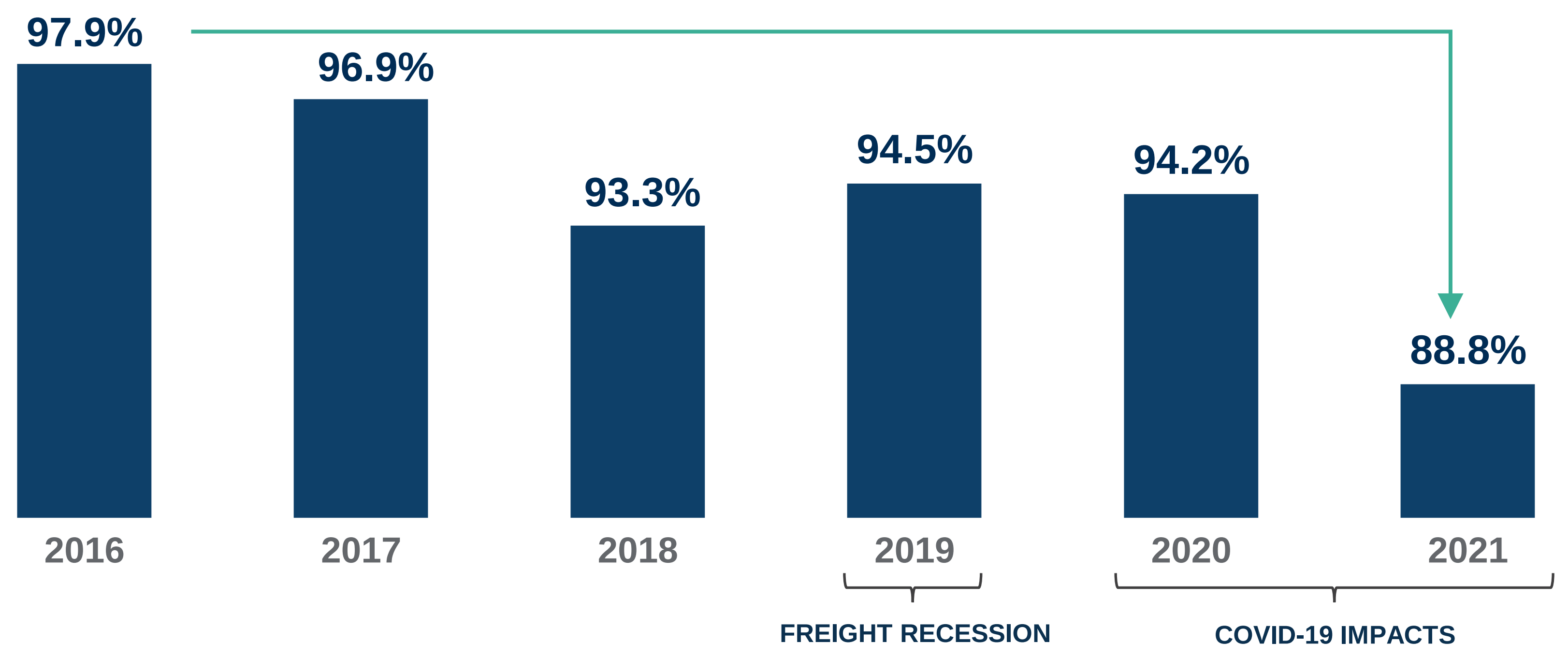
1) Operating Income and earnings per share adjusted for certain unusual items. See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.
2) The increase in EPS relative to the increase in operating income over the five-year period is impacted by a lower federal tax rate. The Tax Cuts and Jobs Act was enacted in December 2017 and lowered the U.S. federal corporate tax rate from 35% to 21% effective January 1, 2018.

Strategy in Action

Improvement in Asset-Based Operating Ratio*

(Non-GAAP)



910 bps

IMPROVEMENT

Compared to 2016

*Operating Ratio adjusted for certain unusual items. See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.

At the Center of our Company:

A VALUES-DRIVEN CULTURE

Creativity We create solutions	**Integrity** We do the right thing	**Collaboration** We work together
Growth We grow our people and our business	**Excellence** We exceed expectations	**Wellness** We embrace total health

ArcBest

ESG

Environmental, Social And Corporate Governance

ESG HIGHLIGHTS

- AA rating by MSCI distinguishes ArcBest as a leader in ESG among transportation and logistics peers
- March 2021 – Awarded a Bronze medal for our 2021 sustainability rating by EcoVadis which put ArcBest in the top half of all companies and industries rated across the world
- April 2021 – Recognized as one of America's Best Employers for Diversity by Forbes and Statista
- May 2021 – Announced a $1 million investment in the Peak Innovation Center, a regional career and technology center in Fort Smith, AR
- 55% of new employees identified as diverse in 2021
- Established GHG emissions measurement task force
- 2021 SmartWay Excellence Award (ABF Freight, 5-time winner)
- September 2021 – Released 2020 ESG Report
- DEI Roadmap introduced
- Added Corporate Social Responsibility Manager
- Added ESG Program Manager
- January 2022 – Joined FreightWaves Carbon Emissions cohort
- Completed an ESG materiality assessment

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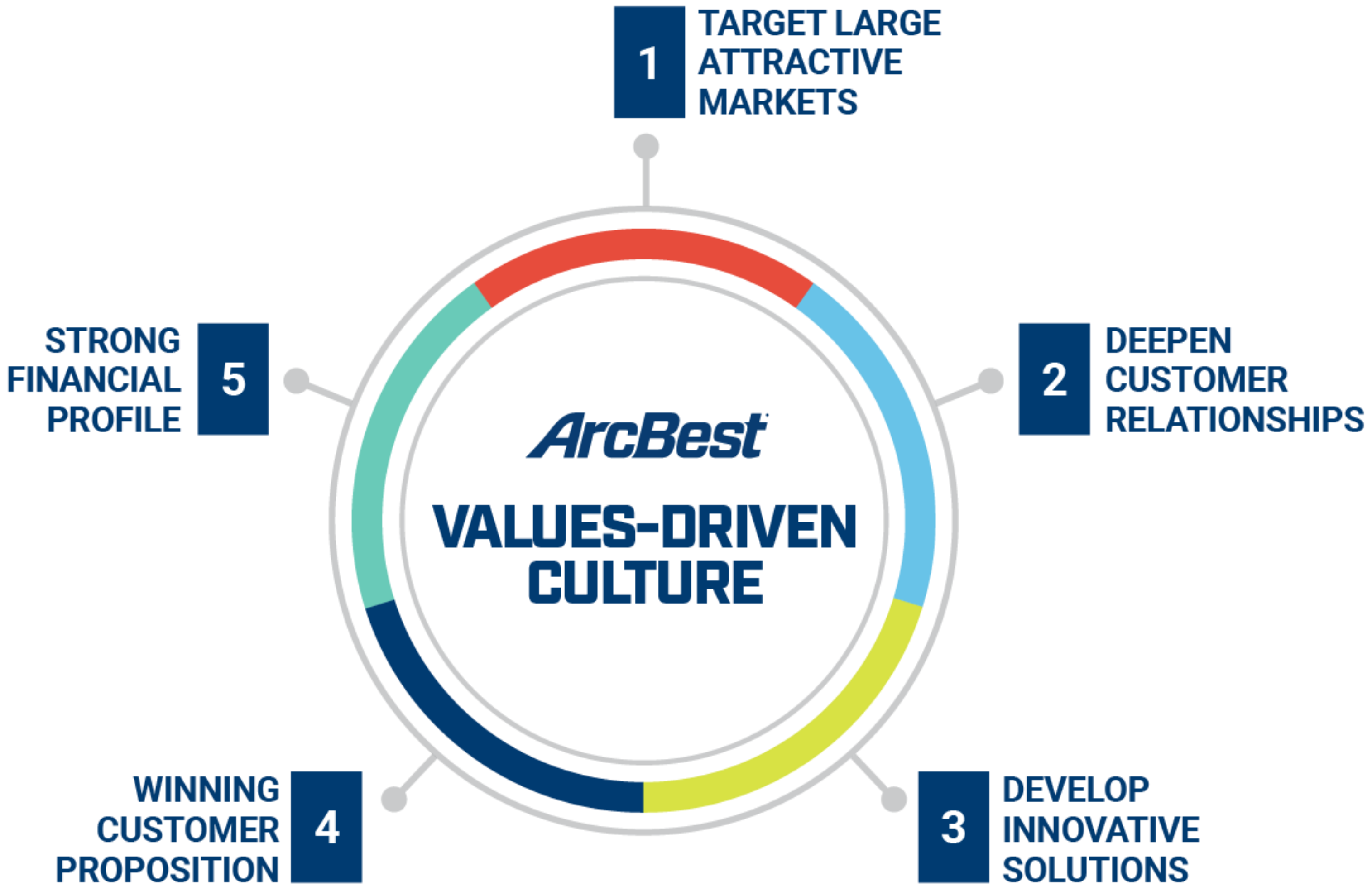
LEVERAGING A DIFFERENTIATED BUSINESS MODEL



ArcBest
VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

DEVELOP INNOVATIVE SOLUTIONS

WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

Positioned in Large Markets

Less-than-Truckload	$42B
Expedite Shipping	$5B
Domestic Transportation Management	$91B
Premium Logistics	$20B
International	$70B
Warehousing & Distribution	$47B
Moving Services	$24B
Final Mile	$13B
Maintenance & Repair	$43B

ArcBest Opportunity:

~$355B

Source: Armstrong & Associates, US Department of Commerce, management estimates – December 2021

ArcBest
VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

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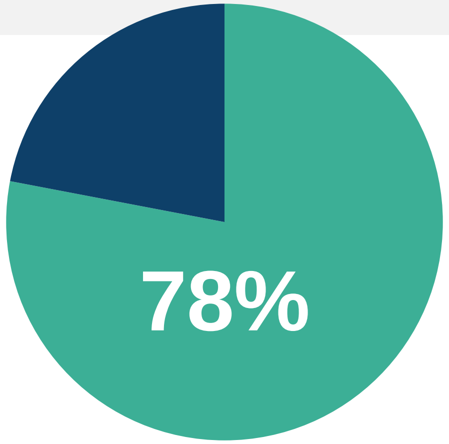
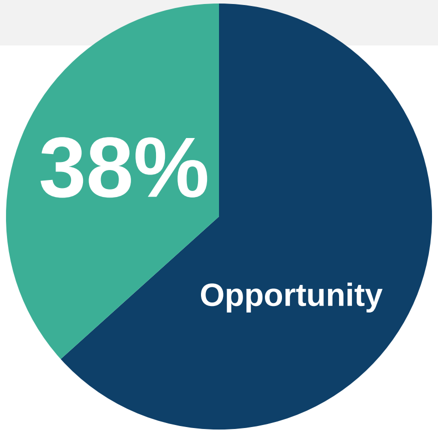
STRONG FINANCIAL PROFILE

ArcBest

Large Cross-Sell Opportunity



78% percent of customers
indicate a need of
more than one logistics service offered by ArcBest



38% percent of customers
leverage
more than one logistics service offered by ArcBest

Increasing to 40% adds:

~$30M Revenue

ArcBest VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

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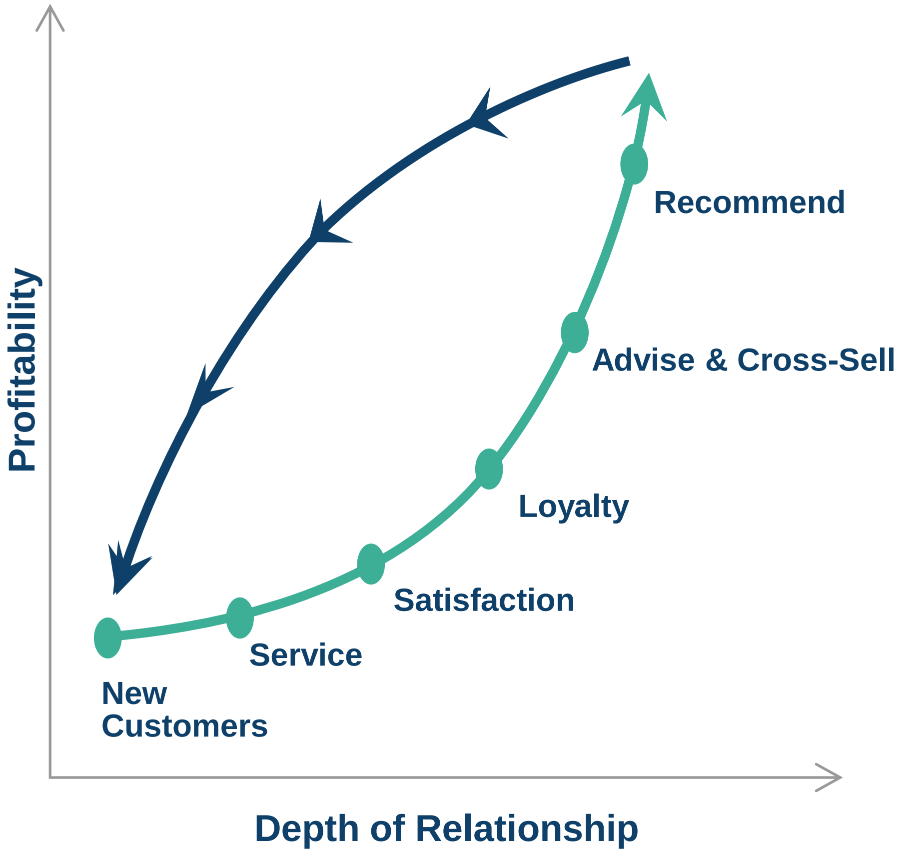
STRONG FINANCIAL PROFILE

ArcBest

Our Focus:



Deepening Customer Relationships

- ✓ Higher customer retention rates
- ✓ Higher profitability
- ✓ Greater share of customer business
- ✓ Increased customer referrals
- ✓ Facilitates increased growth rates in primary service offering

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

DEVELOP INNOVATIVE SOLUTIONS

WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

Cross-Sell Opportunity

Loyal customer spend on Asset-Light Services

>$3.5B

We have identified "ideal" customers=

Loyal & Not Price Sensitive

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VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

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WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

ArcBest

ArcBest's Customer-led Approach

5x

Revenue per account is over 5X higher on cross-sold accounts

9%

Retention rates are 9 percentage points higher on cross-sold accounts

>75%

Over 75% of revenue came from digitally connected customers

4x

Profit per account is over 4X higher on cross-sold accounts

>60%

Over 60% of our customers who use asset-light services also utilize our asset-based services

ArcBest VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

DEVELOP INNOVATIVE SOLUTIONS

WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

Investments in Innovation

CUSTOMER EXPERIENCE

- **Customer engagement focus:**
  - Voice of the customer
  - Customer analytics
- **Online access to all ArcBest services through arcb.com**
- **Robust API/EDI connectivity**

+

CAPABILITIES

- **Serving shippers and capacity providers in the channels they desire**
- **Seamless access to multiple service options quoted on one shipment request**
- **Pricing intelligence**

+

CAPACITY

- **Digital connectivity to capacity sources**
- **Algorithmic matching of capacity sources to shipments**
- **Asset-based optimization**

ArcBest

VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

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Investments in Innovation

PILOT TEST PROGRAM AT ABF FREIGHT

WHAT IT IS

Patented handling equipment, software and a patented process to load and unload trailers

HOW IT WORKS

Full freight loads are pulled out of the trailer onto the facility floor and are accessible from multiple points

PILOT PROGRESS

After initial testing in two small Indiana facilities, Distribution Center pilot testing began in Kansas City in August 2020

Potential Benefits:

- ✓ Improved transit performance
- ✓ Reduced cargo claims
- ✓ Reduced injuries
- ✓ Faster employee training
- ✓ Better customer experience

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STRONG FINANCIAL PROFILE

ArcBest

ArcBest Announces Investment in Phantom Auto

$25M

On January 19, 2022, ArcBest announced it has invested $25M in Phantom Auto, the leading provider of human-centered remote operation software.

This investment reflects ArcBest's vision of great people leveraging smart technology to strengthen performance and relationships to benefit all of our stakeholders, including our shareholders.

ABOUT PHANTOM AUTO

Phantom Auto is solving fundamental challenges facing the supply chain industry, and this investment aligns perfectly with ArcBest's commitment to advancing a culture of innovation and enabling a more efficient and sustainable supply chain

ARCBEST TECHNOLOGIES

ArcBest's investment in Phantom Auto is championed by its technology company, ArcBest Technologies, which is focused on delivering custom-built, disruptive solutions that move the global supply chain forward.

$150M

ArcBest invests nearly $150 million annually on technology and innovation, with half of this budget dedicated exclusively to strategic growth and transformative initiatives like those developed at Phantom Auto.

ArcBest
VALUES-DRIVEN CULTURE

ArcBest

Winning Customer Proposition

ArcBest

Solves my logistics and transportation challenges	Is a trusted provider and partner	Makes it easy to do business
Customer visibility and access to vital information	Unmatched assured capacity options	Digital channels & tools
Broad logistics service offerings	Supply chain optimization	Personal relationships
Culture that empowers creative problem solvers	Reputation of excellence for 99 years	WE'LL FIND A WAY

ArcBest
VALUES-DRIVEN CULTURE

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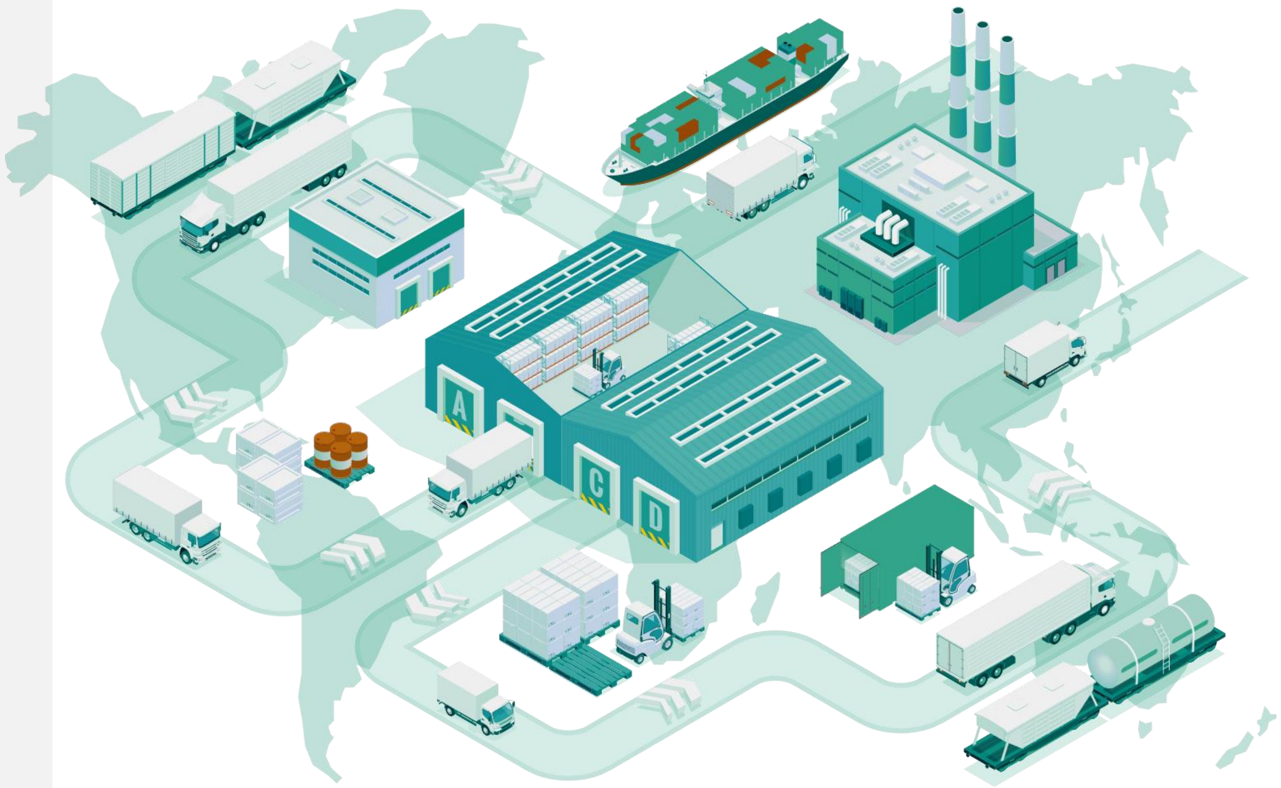
STRONG FINANCIAL PROFILE

ArcBest

Integrated Logistics Provider



FULL SUPPLY CHAIN SOLUTIONS

1. International shipping from warehouse to port
2. Managed transportation options for vendor consolidation at port
3. Multiple transportation options from port to warehouses
4. TL, LTL, and Expedite options from warehouse to customer locations
5. Final Mile services for end-customer deliveries

ArcBest
VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

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DEVELOP INNOVATIVE SOLUTIONS

WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

ArcBest

Customer Experience Improvement

+8%

Solves my logistics and transportation challenges

+8% **Is a trusted provider and partner**

4Q'21 versus 4Q'17

+93%

Net promoter score

+5% **Makes it easy to do business with**

ArcBest
VALUES-DRIVEN CULTURE

TARGET LARGE ATTRACTIVE MARKETS

DEEPEN CUSTOMER RELATIONSHIPS

DEVELOP INNOVATIVE SOLUTIONS

WINNING CUSTOMER PROPOSITION

STRONG FINANCIAL PROFILE

ArcBest Balanced Capital Allocation

INVESTMENTS IN GROWTH AND OPERATING INITIATIVES

- **Capital investments consistent with service initiatives and growth strategy**
  2022 Projected Net Capital Expenditures: $270M - $290M(1)
  - Revenue equipment (tractors and trailers), dock equipment and technology to maintain optimal total cost of ownership and to increase growth capacity
  - Asset-Based network and facility upgrades, expansion and additions. Multi-year investment plan to increase growth capacity, improve energy efficiency and enhance work environment for employees
- **Strategic innovation and technology investments, partnerships and pilots for revenue growth and cost optimization**
- **Continual evaluation of M&A Opportunities**

MAINTAIN SOLID FINANCIAL POSITION

- **2021 EBITDA:** $427M
- **Liquidity:** $365M(2)
- **Net Debt:** $101M(2)
- **Debt Maintenance:** 0.5X Debt (gross) to EBITDAR(2)

Strong balance sheet and free cash flow provide flexibility to invest in the business and increase returns for shareholders

RETURN OF CAPITAL TO SHAREHOLDERS

- **Share Repurchase Program:**
  - $42M available in existing program
  - Completed $100M ASR in Jan. 2022
- **Dividend Program:** $0.32 per share (annual)

1) As of February 1, 2022
2) As of December 31, 2021

ArcBest

Three-Point Strategy Continues to Deliver Shareholder Value & Drive Business Growth

1

Expand Revenue Opportunities

Deepen customer relationships

Secure new customers

✓

2

More Balanced Business Mix

Accelerate
Asset-Light growth

Continue to grow
Asset-Based business

✓

3

Optimize Cost Structure

Advance adoption of
innovative technologies

✓

ENHANCED SHAREHOLDER VALUE

ArcBest

UPDATED LONG-TERM FINANCIAL TARGETS[1]

2025 REVENUE	OPERATING MARGIN	ROCE[2] (Return on Capital Employed)
ArcBest: **$7B-$8B**	**10%-15%** Asset-Based **4%-6%** Asset-Light (excluding FleetNet)	ArcBest: **Exceed Long-Term Average of S&P 500**[3]

Driving Growth, Enhancing Efficiency, and Delivering Superior Returns for the Benefit of ArcBest Shareholders

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1) ArcBest updated long-term financial targets introduced in the 4Q'21 earnings 8-K filed on February 1, 2022
2) ROCE as defined as (Net Income + After-Tax Interest Expense) / (Average Total Debt + Average Common Equity).
3) The long-term ROCE is compiled by a third-party which includes returns of the S&P 500 over a 20-year period.

Current Low Valuation

Set to Improve as Strategy Execution Advances

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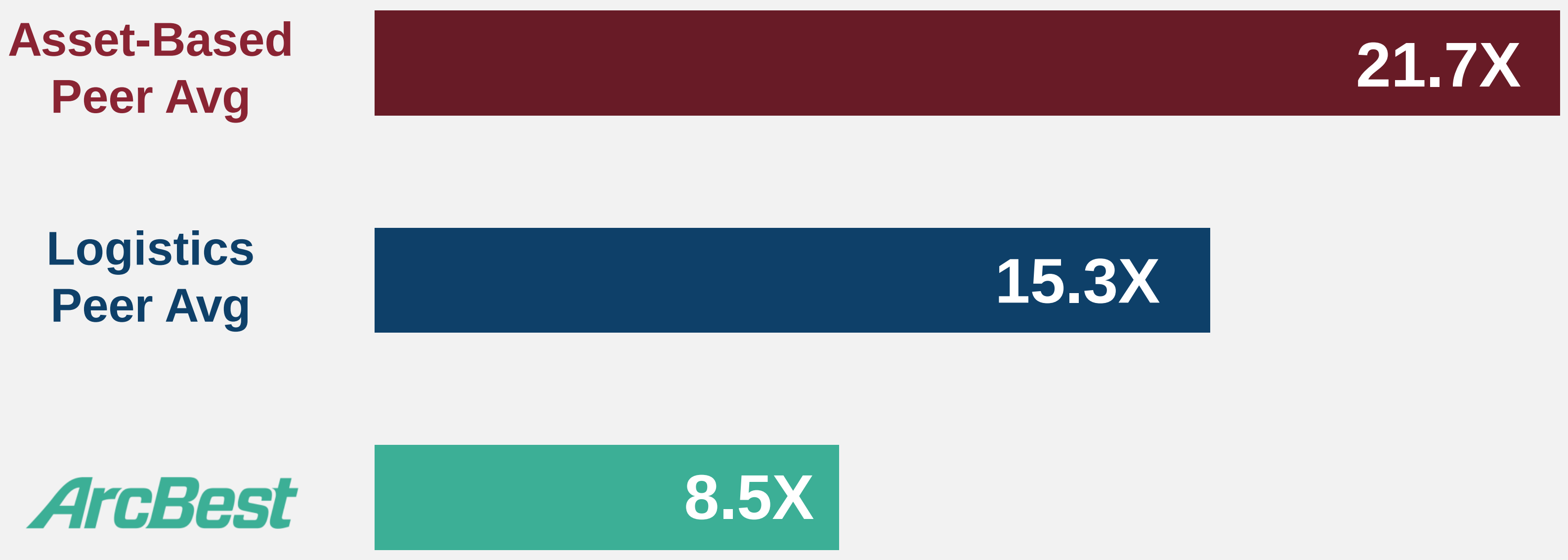
Price to Earnings

(BASED ON FY2023 CONSENSUS ESTIMATES)

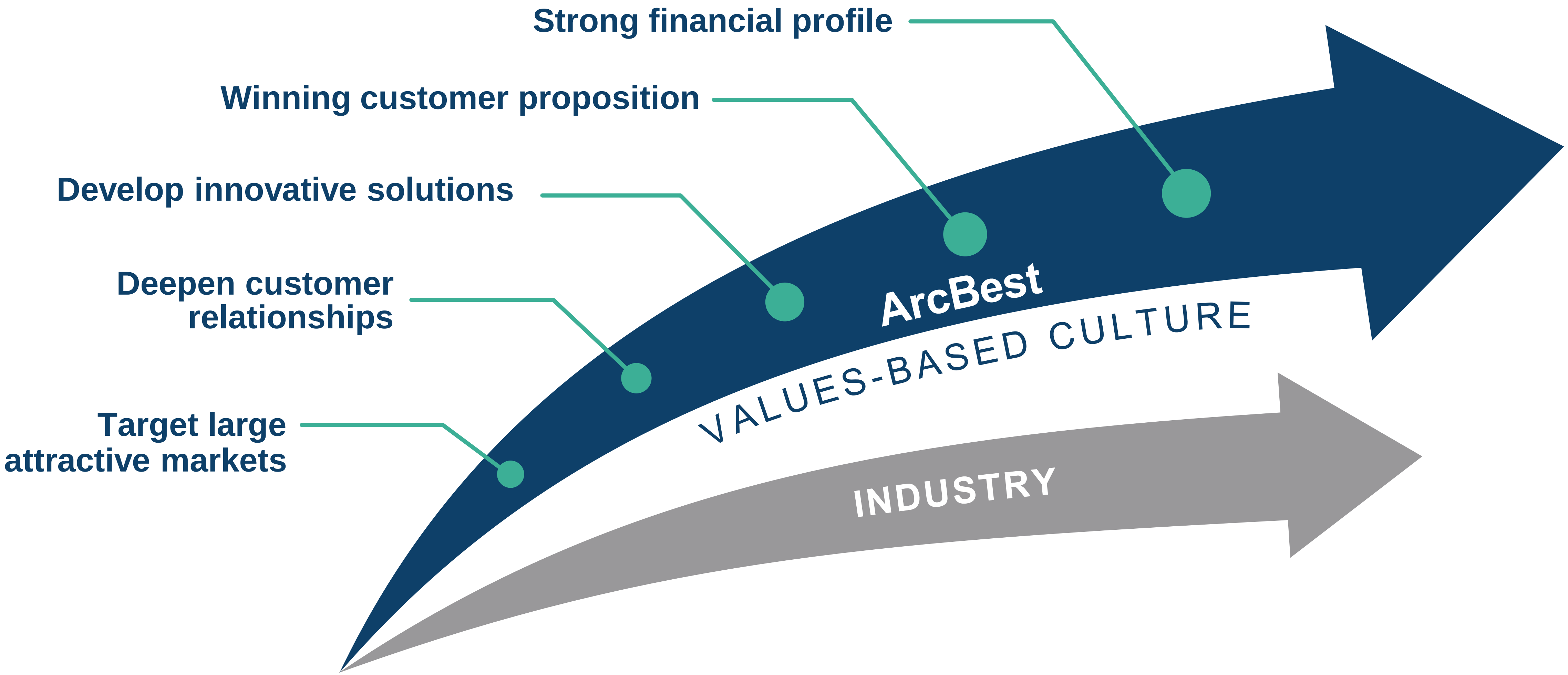


- Asset-Based peers include Old Dominion and Saia
- Logistics peers include C.H. Robinson, Echo, Hub Group, J.B. Hunt, Landstar and Schneider

Based on closing stock price on January 31, 2022 and full year 2023 consensus earnings per share estimates.

IN SUMMARY

Why ArcBest Will Continue to Outperform



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ADDITIONAL INFORMATION

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ArcBest Consolidated

Millions ($000,000)	Three Months Ended 12/31/21	Three Months Ended 12/31/20	Per Day % Change	Twelve Months Ended 12/31/21	Twelve Months Ended 12/31/20	Per Day % Change
Revenue	$1,185.2	$ 816.4	45.2%	$3,980.1	$2,940.2	35.9%
Operating Income*	102.2	39.5		318.1	127.6	
Net Income*	$ 73.9	$ 27.5		$ 228.0	$ 90.5	
Earnings per share*	$ 2.79	$ 1.03		$ 8.52	$ 3.42	

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*Operating Income, Net Income and Earnings Per Share are adjusted for certain unusual items. See the following slide for a reconciliation of the Non-GAAP figures presented above to GAAP financial measures.

Reconciliations of GAAP to Non-GAAP Financial Measures

(Unaudited)

ARCBEST CORPORATION - CONSOLIDATED **Millions ($000,000), except per share data**	**Three Months Ended 12/31/2021**	**Three Months Ended 12/31/2020**	**Twelve Months Ended 12/31/2021**	**Twelve Months Ended 12/31/2020**
Operating Income				
Amounts on a GAAP basis	**$ 86.9**	**$ 30.3**	**$ 281.0**	**$ 98.3**
Innovative technology costs, pre-tax [(1)]	8.5	8.3	32.8	25.6
Purchase accounting amortization, pre-tax [(2)]	2.5	0.9	5.3	3.7
Transaction costs, pre-tax [(3)]	4.4	-	6.0	-
Gain on sale of subsidiary, pre-tax [(4)]	-	-	(6.9)	-
Non-GAAP amounts [(5)]	$ 102.2	$ 39.5	$ 318.1	$ 127.6
Net Income				
Amounts on a GAAP basis	**$ 65.5**	**$ 23.9**	**$ 213.5**	**$ 71.1**
Innovative technology costs, after-tax (includes related financing costs) [(1)]	6.4	6.3	24.9	19.6
Purchase accounting amortization, after-tax [(2)]	1.8	0.7	3.9	2.8
Transaction costs, after-tax [(3)]	3.2	-	4.4	-
Gain on sale of subsidiary, after-tax [(4)]	-	-	(5.4)	-
Nonunion pension expense, including settlement expense, after-tax [(6)]	-	-	-	0.1
Life insurance proceeds and changes in cash surrender value	(1.2)	(2.1)	(4.1)	(2.3)
Tax expense (benefit) from vested RSUs [(7)]	(0.2)	-	(7.6)	0.5
Tax credits [(8)]	(1.5)	(1.3)	(1.5)	(1.3)
Non-GAAP amounts [(5)]	$ 73.9	$ 27.5	$ 228.0	$ 90.5
Diluted Earnings Per Share				
Amounts on a GAAP basis	**$ 2.47**	**$ 0.89**	**$ 7.98**	**$ 2.69**
Innovative technology costs, after-tax (includes related financing costs) [(1)]	0.24	0.24	0.93	0.74
Purchase accounting amortization, after-tax [(2)]	0.07	0.03	0.15	0.11
Transaction costs, after-tax [(3)]	0.12	-	0.16	-
Gain on sale of subsidiary, after-tax [(4)]	-	-	(0.20)	-
Nonunion pension expense, including settlement expense, after-tax [(6)]	-	-	-	-
Life insurance proceeds and changes in cash surrender value	(0.05)	(0.08)	(0.15)	(0.09)
Tax expense (benefit) from vested RSUs [(7)]	(0.01)	-	(0.29)	0.02
Tax credits [(8)]	(0.06)	(0.05)	(0.06)	(0.05)
Non-GAAP amounts [(5)]	$ 2.79	$ 1.03	$ 8.52	$ 3.42

1) Represents costs associated with the freight handling pilot test program at ABF Freight and initiatives to optimize our performance through technological innovation, including costs related to our recently announced investment in human-centered remote operation software.
2) Represents the amortization of acquired intangible assets related to the November 1, 2021 acquisition of MoLo and previously acquired businesses in the ArcBest segment.
3) Transaction costs are associated with the acquisition of MoLo.
4) Gain relates to the sale of the labor services portion of ArcBest segment's moving business in second quarter 2021.
5) Non-GAAP amounts are calculated in total and may not foot due to rounding.
6) Represents pension settlement expense related to the Company's supplemental benefit plan.
7) The Company recognizes the tax impact for the vesting of share-based compensation resulting in excess tax expense (benefit).
8) Represents a research and development tax credit recognized in the tax provision during fourth quarter 2021 and 2020 which relates to the tax year ended February 28, 2021 and February 29, 2020, respectively.

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ArcBest Consolidated

Consolidated Cash Flow	*In Millions* 2021
Cash and Short-term Investments, beginning of period	**$ 369**
Net Income	214
Depreciation and amortization [a]	124
Pension settlement expense and amortization of actuarial losses on benefit plans and share-based compensation	10
Net change in other assets and liabilities [b]	(24)
Cash from operations	**$ 324**
Purchase of property, plant and equipment, net	(104)
Proceeds from equipment financings	72
Internally developed software	(20)
Purchase of other investments	(25)
Free Cash Flow [c]	**$ 247**
Business acquisitions	(239)
Payment of debt	(122)
Purchase of treasury stock	(108)
Dividend	(8)
Other	(14)
Cash and Short-term Investments, end of period	**$ 125**

(a) Includes amortization of intangibles.
(b) Includes changes in working capital, timing of month end clearings, and income tax payments.
(c) Free cash flow is a non-GAAP financial measure previously defined in this presentation. Free cash flow should not be construed as a better measurement than net cash provided by operating activities as determined under GAAP. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, our reported results. Other companies may calculate free cash flow differently; therefore, our free cash flow may not be comparable to similarly titled measures of other companies.

ArcBest

Asset-Based

Millions ($000,000)	Three Months Ended 12/31/21	Three Months Ended 12/31/20	Per Day % Change	Twelve Months Ended 12/31/21	Twelve Months Ended 12/31/20	Per Day % Change
Revenue	$ 683.5	$ 554.4	23.3%	$2,573.8	$2,092.0	23.5%
Operating Income*	89.5	34.9		288.3	121.3	
Operating Ratio*	86.9%	93.7%		88.8%	94.2%	
Total Tons/Day	13,230	12,584	5.1%	12,912	11,999	7.6%
Total Shipments/Day	19,918	19,622	1.5%	19,610	18,799	4.3%

*Non-GAAP Operating Income and Operating Ratio presented above are adjusted for:

- Innovative technology costs of $6.3 million (pre-tax) and $6.9 million (pre-tax) for the three months ended December 31, 2021 and 2020.
- Innovative technology costs of $27.6 million (pre-tax) and $22.5 million (pre-tax) for the twelve months ended December 31, 2021 and 2020.

ArcBest

Asset-Light

Millions ($000,000)	Three Months Ended 12/31/21	Three Months Ended 12/31/20	% Change	Twelve Months Ended 12/31/21	Twelve Months Ended 12/31/20	% Change
ArcBest						
Revenue	$ 472.3	$ 245.6	92.3%	$1,300.6	$ 779.1	66.9%
Operating Income*	15.3	5.9		44.7	13.4	
FleetNet						
Revenue	$ 68.9	$ 55.6	23.9%	$ 254.1	$ 205.0	24.0%
Operating Income	1.1	0.6		4.5	3.4	
Total Asset-Light						
Revenue	**$ 541.2**	**$ 301.2**	**79.7%**	**$1,554.7**	**$ 984.2**	**58.0%**
Operating Income*	**16.4**	**6.4**		**49.3**	**16.8**	

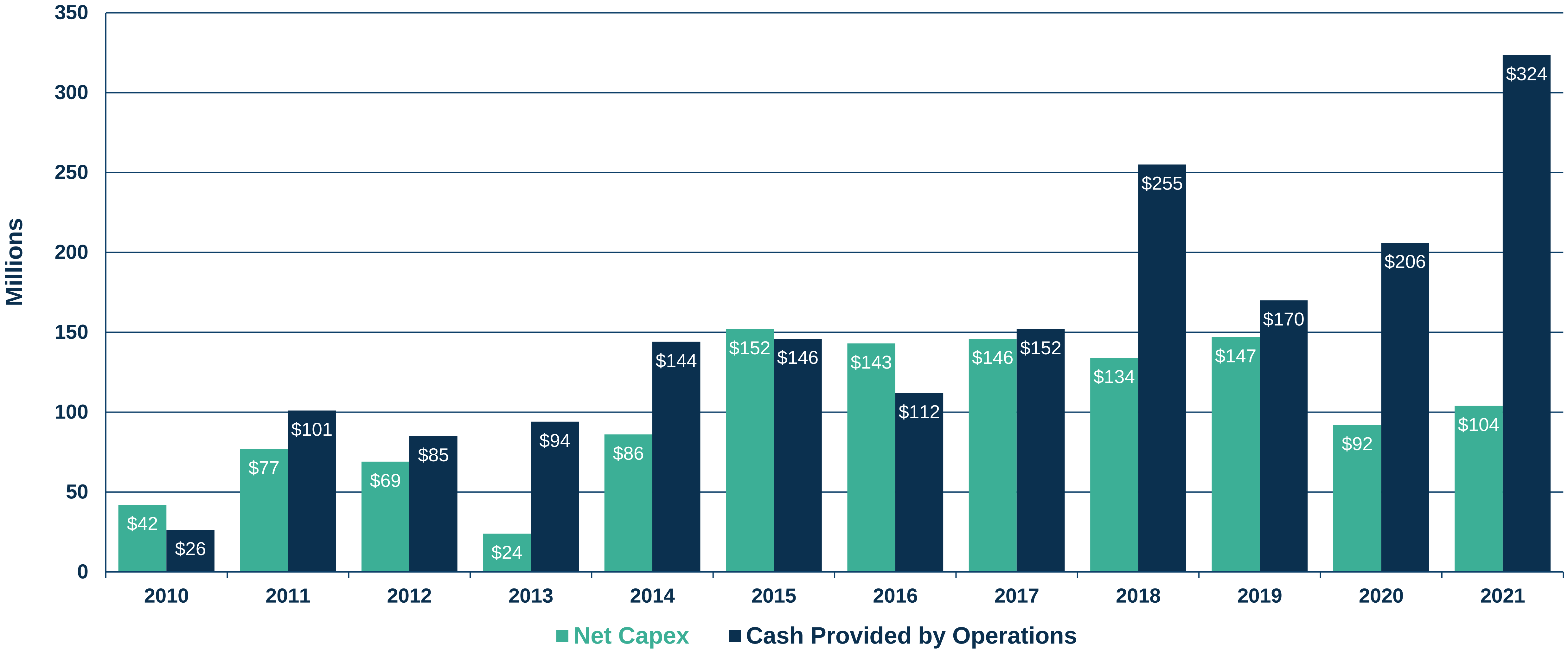
*ArcBest Non-GAAP Operating Income presented above is adjusted for:

- Purchase accounting amortization of $2.5 million (pre-tax) and $0.9 million (pre-tax) for the three months ended December 31, 2021 and 2020.
- Purchase accounting amortization of $5.3 million (pre-tax) and $3.7 million (pre-tax) for the twelve months ended December 31, 2021 and 2020.
- Gain on sale of subsidiary of $6.9 million (pre-tax) for the twelve months ended December 31, 2021.

ArcBest

Totals may not foot due to rounding.

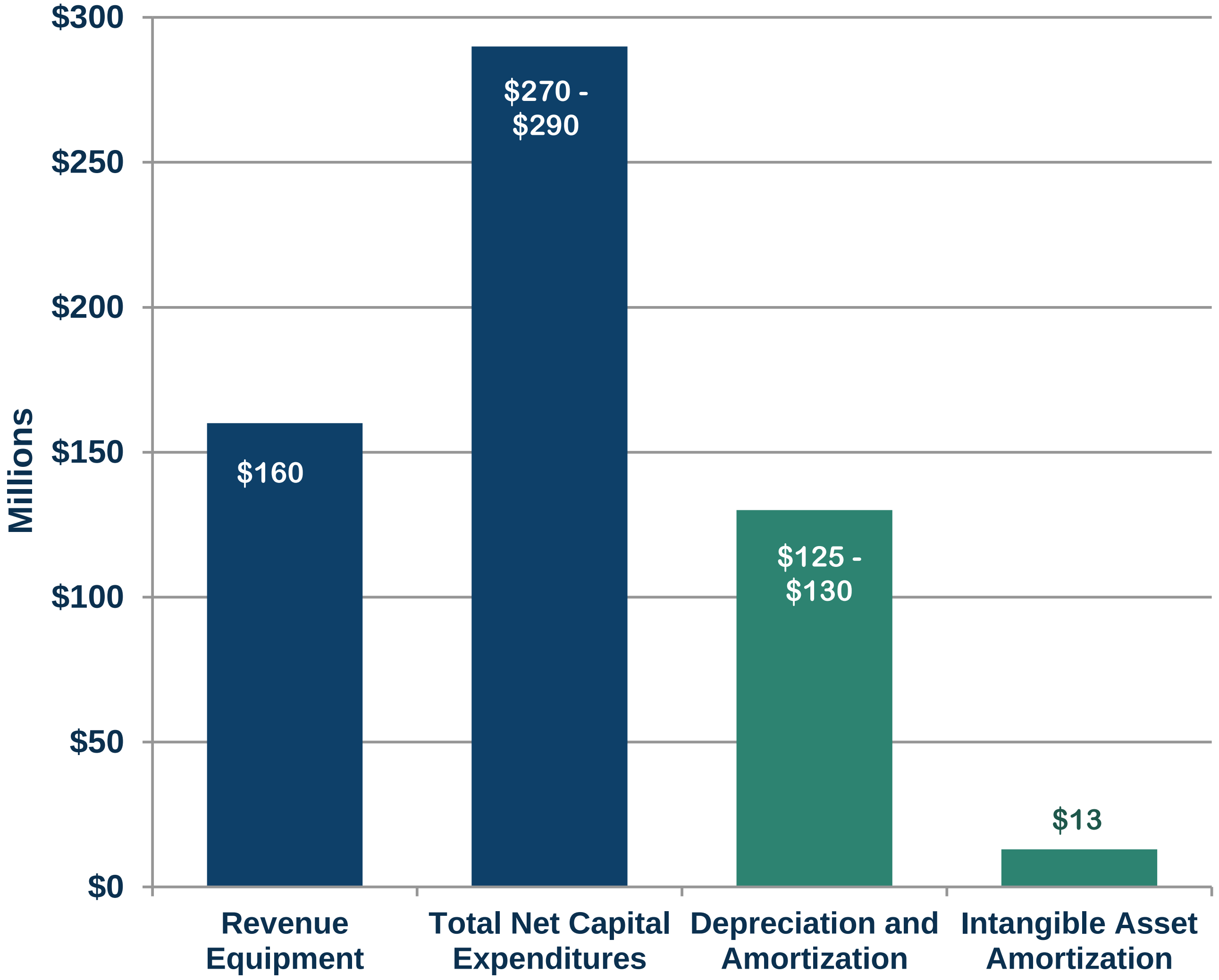
Net Capital Expenditures vs. Operating Cash



ArcBest

Note: Capital expenditures are presented net of proceeds from the sale of property, plant and equipment.
Net Capex figures include ABF Freight's revenue equipment acquired through notes payable and capital leases.

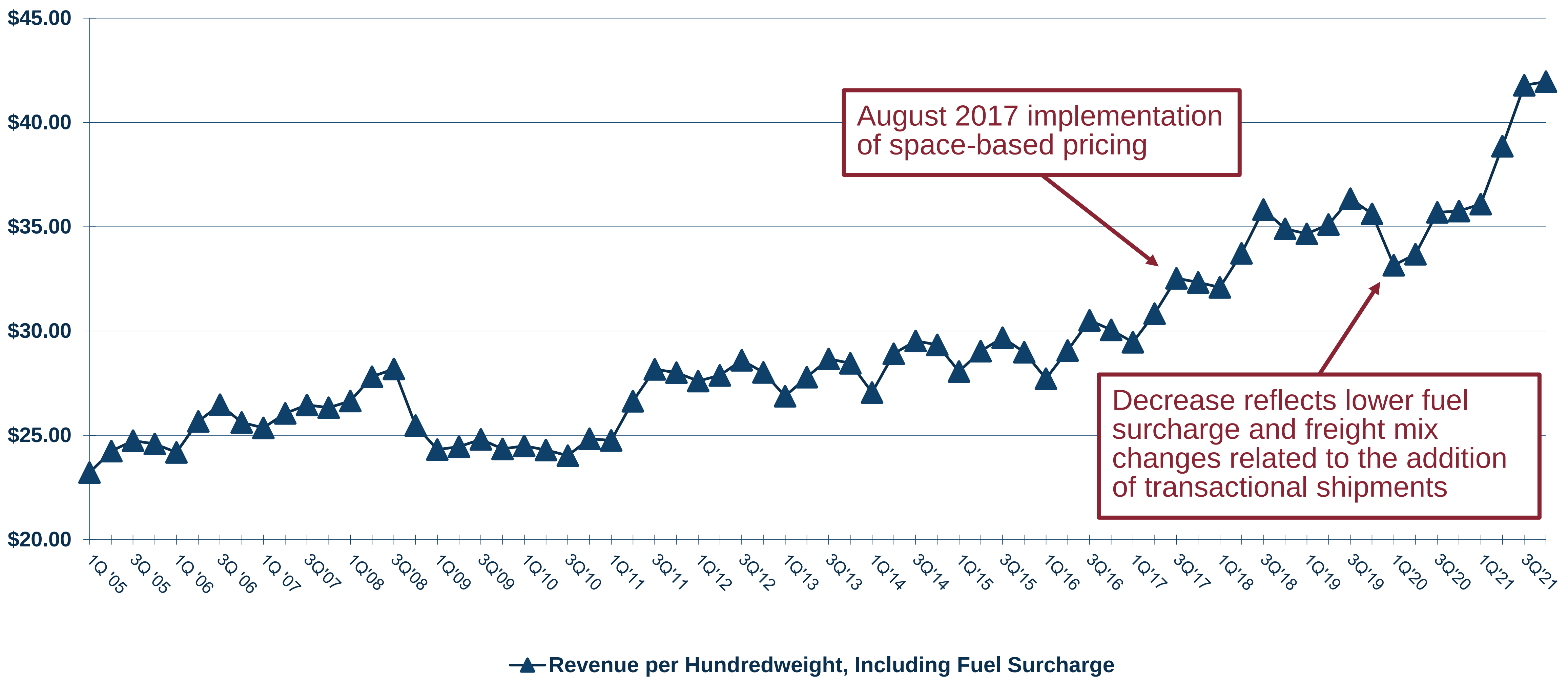
2022 Net Capital Expenditures (estimated)



- Total Net Capital Expenditures, including financed equipment: $270 million to $290 million
- As noted in the chart, approximately $35 million of previously planned 2021 net capital expenditures, associated with pandemic-related manufacturing delays, are included in the 2022 net capital expenditures total.
- Includes revenue equipment purchases (majority for Asset-Based) of $160 million.
- Includes real estate expenditures (majority for Asset-Based) of $45 million to $55 million.
- The remaining amount of capital expenditures includes items related to technology and miscellaneous dock equipment upgrades and enhancements.
- Depreciation and amortization costs on property, plant and equipment: $125 million to $130 million
- Intangible asset amortization, primarily reflecting purchase accounting amortization related to the MoLo acquisition: $13 million

ArcBest

Asset-Based Billed Revenue Per Hundredweight (including FSC)



ArcBest

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

ArcBest Consolidated

On a preliminary basis, January 2022 consolidated revenues grew approximately 56% on a per day basis compared to January 2021, reflecting continued customer demand for our logistics solutions and growth in all three operating segments. The consolidated revenue growth in January 2022 benefited from the acquisition of MoLo Solutions, LLC (“MoLo”).

Asset-Based Segment

4Q’21 Year-over-Year Yield Metrics

- Billed Rev/Cwt on LTL-rated freight, excluding fuel surcharges, increased by a percentage in the double digits.
- Average increase on Contract renewals and Deferred Pricing agreements negotiated during 4Q’21: +10.2%, the highest increase in any quarter in history.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Asset-Based Segment

Year-over-Year Monthly Total Daily Business Trends

	October 2021	November 2021	December 2021	January 2022[(1)(2)]
Billed Revenue/Day[(3)]	+20.4 %	+25.4 %	+24.4 %	+22 %
Tons/Day	+1.5 %	+7.1 %	+6.9 %	+2 %
Shipments/Day	+1.7 %	+3.8 %	-1.0 %	-1 %

1) Statistics for the full month of January 2022 have not been finalized and are preliminary.
2) There were 20.5 workdays in January 2022 and 20 workdays in January 2021.
3) Revenue for undelivered freight is deferred for financial statement purposes in accordance with the Asset-Based segment revenue recognition policy. Billed revenue per day has not been adjusted for the portion of revenue deferred for financial statement purposes.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Asset-Based Segment

January 2022 Business Update

Statistics for January 2022 have not been finalized. Preliminary Asset-Based financial metrics and business trends for January 2022, compared to the same period last year, are as follows:

- Total Billed Revenue/CWT increased approximately 20% including higher fuel surcharge.
- Total Billed Revenue/Shipment increased approximately 23%.
- Total Weight/Shipment increased approximately 3%

The January 2022 Asset-Based tonnage and shipment trends have been impacted by fewer transactional shipments versus last year, which were intentionally moderated to serve the increasing demand from core customers. Our core, or published, LTL tonnage and shipments increased by a percentage in the high-single digits in January 2022 over January 2021. The sequential changes in average daily tonnage and shipments with these core customers compared to December were some of the best over the last ten years.

In the most recent five years, the historical average sequential change in ArcBest's Asset-Based operating ratio, in the first quarter versus the fourth quarter, has been an average increase of approximately 250 basis points. The Asset-Based operating ratio in first quarter 2021 was favorably impacted by a gain on asset sales and pandemic-related effects on the business as compared to fourth quarter 2020.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Asset-Based Segment

1Q'22 Other Items

- 63.5 Working Days compared to 63 working days in 1Q'21
- Projected Innovative Technology Costs in our Asset-Based business associated with the freight handling pilot test program at ABF Freight (non-GAAP reconciling item): $6.5 million vs. $7 million in 1Q'21

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Asset-Light ArcBest Operating Segment [Excluding FleetNet]

Year-over-Year Monthly Total Daily Business Trends

	October 2021	November 2021[1]	December 2021[1]	January 2022[1][2][3]
Revenue/Day	+46.6 %	+108.5 %	+120.5 %	+135 %

1) Includes revenue of the acquired MoLo business which was effective on November 1, 2021.
2) Statistics for the full month of January 2022 have not been finalized and are preliminary.
3) There were 20.5 workdays in January 2022 and 20 workdays in January 2021.

Preliminary Asset-Light financial metrics and business trends for January 2022, compared to January 2021, are as follows:

- Revenue growth reflects increases in truckload brokerage, expedite and managed solutions.
- Purchased transportation expense represented approximately 87% of revenues in January 2022, slightly higher than December 2021. Purchased transportation expense was 83% of revenues in January 2021.
- Revenue from the acquired operations of MoLo have impacted the financial metric comparisons and business trends. As previously disclosed, the MoLo business is expected to operate at breakeven margin levels through most of 2022. Earnings accretion (before purchase accounting amortization) on the MoLo business is expected to begin in fourth quarter 2022.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Asset-Light ArcBest Operating Segment [Excluding FleetNet]

Year-over-Year Monthly Total Daily Business Trends Excluding Results For MoLo

	October 2021	November 2021[4]	December 2021[4]
Revenue/Day	+46.6 %	+39.1 %	+43.9 %

4) Excludes revenue of the acquired MoLo business which was effective on November 1, 2021

Asset-Light financial metrics and business trends (excluding results for MoLo) for fourth quarter 2021, compared to fourth quarter 2020, are as follows:

- Purchased transportation expense per day increased approximately 43%.

Beginning in 2022, MoLo's results will be reported as a part of the Asset-Light ArcBest Operating Segment, excluding FleetNet, and will not be shown separately.

ArcBest

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

ArcBest Consolidated

1Q'22 – Projected

- Loss in "Other and eliminations" (non-GAAP basis): $6 million vs. $6 million in 1Q'21.
- Projected Innovative Technology Costs in "Other and eliminations" related to our freight handling pilot program and human-centered remote and automated operations, as recently announced in connection with our investment in Phantom Auto (non-GAAP reconciling item): $3 million vs. $1 million in 1Q'21.
- Interest Expense, net of Interest Income: $2 million vs. $2 million in 1Q'21

FY'21 – Projected

- Loss in "Other and eliminations" (non-GAAP basis): $19 million vs. $19 million in 2021.
- Projected Innovative Technology Costs in "Other and eliminations" related to our freight handling pilot program and human-centered remote and automated operations, as recently announced in connection with our investment in Phantom Auto (non-GAAP reconciling item): $12 million vs. $5 million in 2021.
- Interest Expense, net of Interest Income: $8.6 million vs. $7.6 million in 2021

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

ArcBest Consolidated Capital Expenditures

FY'21 – Actual

- Total Net Capital Expenditures, including financed equipment: $104 million
- Includes revenue equipment purchases (majority for Asset-Based) of $79 million.
- Revenue equipment purchases in 2021 were lower than the original estimate because of pandemic-related manufacturing delays, primarily on new road tractors. As a result, approximately $35 million of planned 2021 net capital expenditures are included in the 2022 net capital expenditures total.
- Depreciation and amortization costs on property, plant and equipment: $118.9 million
- Intangible asset amortization: $5.4 million

FY'22 – Projected

- Total Net Capital Expenditures, including financed equipment: $270 million to $290 million
- As noted above, approximately $35 million of previously planned 2021 net capital expenditures, associated with pandemic-related manufacturing delays, are included in the 2022 net capital expenditures total.
- Includes revenue equipment purchases (majority for Asset-Based) of $160 million.
- Includes real estate expenditures (majority for Asset-Based) of $45 million to $55 million.
- The remaining amount of capital expenditures includes items related to technology and miscellaneous dock equipment upgrades and enhancements.
- Depreciation and amortization costs on property, plant and equipment: $125 million to $130 million
- Intangible asset amortization, primarily reflecting purchase accounting amortization related to the MoLo acquisition: $13 million

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

SUMMARY OPERATING AND FINANCIAL IMPACTS

Long-Term Financial Targets

- ArcBest Consolidated 2025 Revenue: $7 billion to $8 billion
- Operating Margin
  - Asset-Based: 10% - 15%
  - Asset-Light (excluding FleetNet): 4% - 6%
- Return On Capital Employed (ROCE)[1] : Exceed long-term average of the S&P 500[2]

1) ROCE as defined as (Net Income + After-Tax Interest Expense) / (Average Total Debt + Average Common Equity).
2) The long-term ROCE is compiled by a third-party which includes returns of the S&P 500 over a 20-year period.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

ADDITIONAL DETAILED INFORMATION

<u>Asset-Based Segment</u>

Annual Union Profit-Sharing Bonus

- As provided in ABF Freight's current Teamster labor contract, for the full years of 2019 through 2022, ABF Freight's Teamster employees are eligible for an annual profit-sharing bonus, as shown in the following table. The operating ratio ("OR") used to calculate the bonus amount is on a GAAP basis. The potential bonus would be based on full-year union employee earnings. While impacted by business and associated labor levels which are subject to change, the estimate of one percent of the annual earnings for the ABF Freight union employees who are eligible for this benefit approximates $5.5 million - $6 million of union bonus expense.
- During years in which ArcBest's internal forecasts indicate an expectation of paying the union bonus, we will accrue for this expense throughout the year, generally in proportion of the quarterly results as a percentage of the annual projection. As we do not provide public updates on our projected operating ratio or our expectations for paying the union bonus, any details of amounts accrued will not be provided. If financial models reflect an operating ratio that meets the payout thresholds shown below, ArcBest encourages analysts to include expenses for the union bonus in quarterly and annual earnings per share projections for the company.

ABF Freight Published Annual OR	Bonus Amount
95.1 to 96.0	1%
93.1 to 95.0	2%
93.0 and below	3%

ArcBest

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

ADDITIONAL DETAILED INFORMATION

ArcBest Consolidated

Tax Rate

- ArcBest's fourth quarter 2021 effective GAAP tax rate was 24.0%.
- This rate was impacted by several items identified in the "Effective Tax Rate Reconciliation" table of ArcBest's fourth quarter 2021 earnings press release that shows the reconciliation of GAAP to non-GAAP effective tax rates.
- The tax rate used to calculate non-GAAP EPS was 26.4% for fourth quarter 2021.
- Under the current tax laws, we expect our full year 2022 non-GAAP tax rate to be in a range of 26% to 27%.
- The effective GAAP tax rate may be impacted by discrete items that could occur during the remainder of the year.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

ADDITIONAL DETAILED INFORMATION

ArcBest Consolidated

“Other and eliminations” within Operating Income on the Operating Segment Data and Operating Ratios statement

- The “Other and eliminations” line includes expenses related to shared services for the delivery of comprehensive transportation and logistics services to ArcBest’s customers, as well as investments in ArcBest technology and innovation.
- Shared services represent costs incurred to support all segments including sales, yield, customer service, marketing, capacity sourcing functions, human resources, financial services, information technology, legal and other company-wide services.
- Shared services are primarily allocated to the reporting segments based upon resource utilization-related metrics, such as shipment levels, and therefore fluctuate with business levels. As a result, the loss in “Other and eliminations” tends to be higher in periods when business levels are lower, and consequently allocations to operating segments are lower, which is typically during the first and fourth quarters of the year; however, for both 2020 and 2021, fourth quarter shipment levels for our Asset-Based and Asset-Light ArcBest segments were the highest quarterly shipment levels of the year on a per-day basis.
- Increases in previously announced investments in innovative technology costs reported in the “Other and eliminations” line were partially offset by the impact of these higher fourth quarter business levels on shared service allocations.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 2/1/22.

ADDITIONAL DETAILED INFORMATION

ArcBest Consolidated

“Other, net” line within Other Income (Costs) on the Consolidated Statements of Operations

- The “Other, net” line of ArcBest’s income statement primarily includes the costs associated with postretirement plans and changes in cash surrender value of life insurance. After excluding non-GAAP reconciling items detailed in the table below, ArcBest expects the 2022 non-GAAP “Other, net” expense to approximate the 2021 expense.
- Changes in cash surrender value of life insurance included an increase of $1.2 million in fourth quarter 2021 compared to an increase of $2.1 million in fourth quarter 2020, reflecting lower market gains experienced in fourth quarter 2021 on these assets that are invested much like pension plan assets. ArcBest excludes changes in cash surrender value when presenting non-GAAP net income and EPS.

	Three Months Ended December 31		Year Ended December 31	
	2021	2020	2021	2020
	(in millions)			
Other, net				
Amounts on GAAP basis - income (costs)	**$ 1.2**	$ 2.0	**$ 3.8**	$ 2.3
Non-GAAP Adjustments:				
Nonunion pension expense, including settlement, pre-tax[1]	**—**	—	**—**	0.1
Life insurance proceeds and gains in cash surrender value[1]	**(1.2)**	(2.1)	**(4.1)**	(2.3)
Non-GAAP amounts - income (costs)	**$ —**	$ (0.1)	**$ (0.3)**	$ 0.1

1) Amounts in parentheses indicate gains.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 3/4/22.

1Q'22 QTD BUSINESS UPDATE

ArcBest Consolidated

On a preliminary basis, February 2022 consolidated revenues grew approximately 63% on a per day basis compared to February 2021, reflecting business momentum resulting from continued customer demand for our logistics solutions and revenue growth in all three operating segments. The consolidated revenue growth in February 2022 benefited from the November 1, 2021 acquisition of MoLo Solutions, LLC ("MoLo").

Asset-Based Operating Segment

For the months of January 2022 and February 2022 compared to the same prior year periods:

	January 2022[1]	February 2022[2]
Billed Revenue/Day[3]	+22.4 %	+24 %
Total Tons/Day	+2.1 %	+4 %
Total Shipments/Day	-0.8 %	-1 %
Total Billed Revenue/CWT	+19.9 %	+19 %
Total Billed Revenue/Shipment	+23.5 %	+25 %
Total Weight/Shipment	+3.0 %	+5 %

1) January 2022 metrics represent actual results. There were 20.5 workdays in January 2022 and 20 workdays in January 2021.

2) February 2022 metrics have not been finalized and are preliminary. There were 20 working days in both February 2022 and February 2021.

3) Revenue for undelivered freight is deferred for financial statement purposes in accordance with the Asset-Based segment revenue recognition policy. Billed revenue per day has not been adjusted for the portion of revenue deferred for financial statement purposes.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 3/4/22.

1Q'22 QTD BUSINESS UPDATE

Asset-Based Operating Segment

The February 2022 Asset-Based tonnage and shipment trends have been impacted by changes in freight profile and business mix, and fewer transactional shipments versus last year, which were intentionally moderated to serve the increasing demand from core customers. Our core, or published, LTL tonnage and shipments increased by percentages in the high-single digits to the low-double digits in February 2022 over February 2021. The sequential changes in average daily revenue, tonnage and shipments with these core customers compared to January were some of the best in the last ten years, as were the January 2022 sequential trends.

For the second year in a row, the effects of winter storms had an unusually high impact on our Asset-Based network relative to what is normally expected in the first quarter. In addition, so far this year in certain places in our Asset-Based network, we have been impacted by Covid-affected capacity reductions and Covid-affected impacts to customers' ability to manage their freight operations. In our Asset-Based business, the number of employee Covid cases in February 2022 decreased significantly from the high number experienced in January 2022.

Additional Information

The following information was included in an exhibit of an ArcBest 8-K filed on 3/4/22.

1Q'22 QTD BUSINESS UPDATE

Asset-Light ArcBest Segment (not including FleetNet)

For the months of January 2022 and February 2022:

	January 2022[1]	February 2022[2]
Revenue/Day year-over-year change	+135.5 %	+142 %
Purchased Transportation Expense as % of Revenue	86.1 %	85 %

1) January 2022 metrics represent actual results. There were 20.5 workdays in January 2022 and 20 workdays in January 2021.
2) February 2022 metrics have not been finalized and are preliminary. There were 20 working days in both February 2022 and February 2021.

Customer demand for our Asset-Light services drove year-over-year revenue growth in all service lines. Comparisons to prior year metrics continue to be affected by the November 1, 2021 acquisition of MoLo.

ArcBest

ArcBest Consolidated

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES	(Unaudited) 2016	2017	2018	2019	2020	2021
			($ millions)			
ArcBest Corporation - Consolidated						
Operating Income						
Amounts on a GAAP basis [(1)]	**$ 34.1**	**$ 61.3**	**$ 109.1**	**$ 63.8**	**$ 98.3**	**$ 281.0**
Restructuring charges, pre-tax [(2)]	10.3	3.0	1.7	-	-	-
Transaction costs, pre-tax [(3)]	0.6	-	-	-	-	6.0
Multiemployer pension withdrawal liability charge, pre-tax [(4)]	-	-	37.9	-	-	-
Gain on sale of subsidiaries, pre-tax [(5)]	-	(0.2)	(1.9)	-	-	(6.9)
Innovative technology costs, pre-tax [(6)]	4.9	7.3	8.5	20.7	25.6	32.8
ELD conversion costs, pre-tax [(7)]	-	-	-	2.7	-	-
Asset impairment, pre-tax [(8)]	-	-	-	26.5	-	-
Nonunion pension termination costs, pre-tax [(9)]	-	-	-	0.4	-	-
Purchase accounting amortization, pre-tax [(10)]	3.9	4.2	4.2	4.2	3.7	5.3
Non-GAAP amounts [(11)]	$ 53.8	$ 75.7	$ 159.5	$ 118.2	$ 127.6	$ 318.1

1) Operating Income for 2016-2017 has been adjusted for the January 1, 2018, adoption of an amendment to ASC Topic 715 which requires the components of net periodic benefit cost other than service cost for our pension, SBP and postretirement plans to be presented within Other Income (Costs) in the consolidated financial statements and, therefore, excluded from Operating Income presented in this table. (The 2017 amounts presented were adjusted for the change in presentation of net periodic benefit costs in the 2018 financial statements to conform with the current year presentation.)
2) Restructuring charges relate to the realignment of the Company's organizational structure announced on November 3, 2016.
3) Transaction costs associated with the September 2, 2016 acquisition of Logistics & Distribution Services, LLC and the November 1, 2021 acquisition of MoLo Solutions, LLC.
4) Represents a one-time charge recognized in June 2018 for the multiemployer pension fund withdrawal liability resulting from the transition agreement ABF Freight, Inc. entered into with the New England Teamsters and Trucking Industry Pension Fund.
5) Gains associated with the December 2016, December 2017 and April 2021 divestures of moving services subsidiaries for which the gains were recognized in third quarter 2017 and 2018 and second quarter 2021, respectively, when the contingent consideration was received on the transactions.
6) Costs associated with the freight handling pilot test program at ABF Freight announced in third quarter 2019 and initiatives to optimize performance through technological innovation, including costs related to our investment in human-centered remote operation software announced in first quarter 2022. Costs for 2016-2020 have been adjusted to conform to the presentation of innovative technology costs for 2021.
7) Impairment charges related to equipment replacement and other one-time costs incurred to comply with the electronic logging device ("ELD") mandate which became effective in December 2019.
8) Noncash impairment charge recognized in fourth quarter 2019 relates to a portion of the goodwill, customer relationship intangible assets, and revenue equipment associated with the acquisition of truckload brokerage and truckload dedicated businesses within the ArcBest segment.
9) Consulting fee incurred in third quarter 2019 associated with the termination of the nonunion defined benefit pension plan.
10) Represents the amortization of acquired intangible assets related to the November 1, 2021 acquisition of MoLo and previously acquired businesses in the ArcBest segment.
11) Non-GAAP amounts are calculated in total and may not foot due to rounding.

ArcBest

ArcBest Consolidated

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES	(Unaudited) 2016	2017	2018	2019	2020	2021
ArcBest Corporation - Consolidated			*($ millions)*			
Diluted Earnings Per Share						
Amounts on a GAAP basis	**$ 0.71**	**$ 2.25**	**$ 2.51**	**$ 1.51**	**$ 2.69**	**$ 7.98**
Restructuring charges, after-tax (1)	0.24	0.07	0.05	-	-	-
Transaction costs, after-tax (2)	0.01	-	-	-	-	0.16
Multiemployer pension withdrawal liability charge, after-tax (3)	-	-	1.05	-	-	-
Gain on sale of subsidiaries, after-tax (4)	-	-	(0.05)	-	-	(0.20)
Innovative technology costs, after-tax (includes related financing costs) (5)	0.11	0.17	0.24	0.59	0.74	0.93
ELD conversion costs, after-tax (6)	-	-	-	0.08	-	-
Asset impairment, after-tax (7)	-	-	-	0.75	-	-
Nonunion pension termination costs, after-tax (8)	-	-	-	0.01	-	-
Purchase accounting amortization, after-tax (9)	0.09	0.10	0.12	0.12	0.11	0.15
Nonunion pension expense, including settlement expense, after-tax (10)	0.07	0.14	0.51	0.30	-	-
Life insurance proceeds and changes in cash surrender value	(0.11)	(0.10)	-	(0.14)	(0.09)	(0.15)
Tax expense (benefit) from vested RSUs (11)	-	(0.05)	(0.03)	0.02	0.02	(0.29)
Tax credits (12)	-	-	(0.05)	(0.10)	(0.05)	(0.06)
Impact of 2017 Tax Reform Act (13)	-	(0.98)	(0.14)	-	-	-
Non-GAAP amounts (14)	$ 1.13	$ 1.61	$ 4.22	$ 3.14	$ 3.42	$ 8.52

1) Restructuring charges relate to the realignment of the Company's organizational structure announced on November 3, 2016.
2) Transaction costs associated with the September 2, 2016 acquisition of Logistics & Distribution Services, LLC and the November 1, 2021 acquisition of MoLo Solutions, LLC.
3) Represents one-time charge recognized in June 2018 for the multiemployer pension fund withdrawal liability resulting from the transition agreement ABF Freight, Inc. entered into with the New England Teamsters and Trucking Industry Pension Fund.
4) Gains associated with the December 2016, December 2017 and April 2021 divestures of moving services subsidiaries for which the gains were recognized in third quarter 2017 and 2018 and second quarter 2021, respectively, when the contingent consideration was received on the transactions.
5) Costs associated with the freight handling pilot test program at ABF Freight announced in third quarter 2019 and initiatives to optimize performance through technological innovation, including costs related to our investment in human-centered remote operation software announced in first quarter 2022. Costs for 2016-2020 have been adjusted to conform to the presentation of innovative technology costs for 2021.
6) Impairment charges related to equipment replacement and other one-time costs incurred to comply with the electronic logging device ("ELD") mandate which became effective in December 2019.
7) Noncash impairment charge recognized in fourth quarter 2019 relates to a portion of the goodwill, customer relationship intangible assets, and revenue equipment associated with the acquisition of truckload brokerage and truckload dedicated businesses within the ArcBest segment.
8) Consulting fee incurred in third quarter 2019 associated with the termination of the nonunion defined benefit pension plan.
9) Represents the amortization of acquired intangible assets related to the November 1, 2021 acquisition of MoLo and previously acquired businesses in the ArcBest segment.
10) Represents nonunion pension expense, including pension settlement and termination expense, related to the Company's nonunion defined benefit pension plan for which plan termination was completed in 2019. Also includes pension settlement expense related to the Company's supplemental benefit plan.
11) The Company recognizes the tax impact for the vesting of share-based compensation resulting in excess tax expense (benefit).
12) Represents tax credits recognized in the tax provision during the fourth quarter of the year presented which relate to a prior tax year due to timing of recognition or retroactive reinstatement of the tax credits. Includes amounts related to alternative fuel tax credit in 2018 and 2019. Includes amounts related to research and development tax credit in 2019, 2020 and 2021.
13) Impact on current or deferred income tax expense as a result of recognizing the tax effects of the Tax Cuts and Jobs Act that was signed into law on December 22, 2017.
14) Non-GAAP amounts are calculated in total and may not foot due to rounding.

Reconciliations of GAAP to Non-GAAP Financial Measures

(Unaudited)

CONSOLIDATED ADJUSTED EBITDA [1]		Twelve Months Ended December 31, 2021
		($ millions)
Net Income	**$**	**213.5**
Interest and other related financing costs		8.9
Income tax provision		63.6
Depreciation and amortization [2]		124.2
Amortization of share-based compensation		11.4
Amortization of actuarial losses of benefit plans and pension settlement expense		(0.5)
Transaction costs [4]		6.0
Consolidated Adjusted EBITDA	$	427.1

CONSOLIDATED ADJUSTED EBITDAR [1]		Twelve Months Ended December 31, 2021
		($ millions)
Net Income	**$**	**213.5**
Interest and other related financing costs		8.9
Income tax provision		63.6
Depreciation and amortization [2]		124.2
Amortization of share-based compensation		11.4
Amortization of actuarial losses of benefit plans and pension settlement expense		(0.5)
Rent expense		25.9
Transaction costs [4]		6.0
Consolidated Adjusted EBITDAR	$	453.0

1) Adjusted EBITDA and EBITDAR are primary components of the financial covenants contained in ArcBest Corporation's Amended and Restated Credit Agreement. Management believes Adjusted EBITDA and EBITDAR to be relevant and useful information, as EBITDA and EBITDAR are standard measures commonly reported and widely used by analysts, investors, and others to measure financial performance and ability to service debt obligations. Furthermore, management uses Adjusted EBITDA and EBITDAR as key measures of performance and for business planning. However, these non-GAAP financial measures should not be construed as better measurements than operating income, operating cash flow, net income, or earnings per share, as determined under GAAP. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, our reported results. Other companies may calculate EBITDA and EBITDAR differently; therefore, our Adjusted EBITDA and EBITDAR may not be comparable to similarly titled measures of other companies.
2) Includes amortization of intangibles associated with acquired businesses.
3) Adjusted EBITDA is calculated in total and may not foot due to rounding.
4) Transaction costs are associated with the acquisition of MoLo.

ArcBest

Asset-Based

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES	2016		2017		2018		2019		2020		2021	
	(Unaudited) ($ millions)											
ArcBest Corporation – Asset-Based Segment												
Operating Income												
Amounts on a GAAP basis [1]	**$ 37.4**	**98.0%**	**$ 57.9**	**97.1%**	**$ 103.9**	**95.2%**	**$ 102.1**	**95.2%**	**$ 98.9**	**95.3%**	**$ 260.7**	**89.9%**
Restructuring charges, pre-tax [2]	1.2	(0.1)	0.3	-	-	-	-	-	-	-	-	-
Multiemployer pension withdrawal liability charge [3]	-	-	-	-	37.9	(1.7)	-	-	-	-	-	-
Innovative technology costs, pre-tax [4]	1.9	(0.1)	3.0	(0.1)	3.8	(0.2)	13.7	(0.6)	22.5	(1.1)	27.6	(1.1)
ELD conversion costs, pre-tax [5]	-	-	-	-	-	-	2.7	(0.1)	-	-	-	-
Nonunion pension termination costs, pre-tax [6]	-	-	-	-	-	-	0.3	-	-	-	-	-
Non-GAAP amounts [7]	$ 40.5	97.9%	$ 61.2	96.9%	$ 145.6	93.3%	$ 118.8	94.5%	$ 121.3	94.2%	$ 288.3	88.8%

(1) Operating Income for 2016-2017 has been adjusted for the January 1, 2018 adoption of an amendment to ASC Topic 715 which requires the components of net periodic benefit cost other than service cost for our pension, SBP and postretirement plans to be presented within Other Income (Costs) in the consolidated financial statements and, therefore, excluded from Operating Income presented in this table. (The 2017 amounts presented were adjusted for the change in presentation of net periodic benefit costs in the 2018 financial statements to conform with the current year presentation.)

(2) Restructuring charges relate to the realignment of the Company's organizational structure announced on November 3, 2016.

(3) Represents a one-time charge recognized in June 2018 for the multiemployer pension fund withdrawal liability resulting from the transition agreement ABF Freight, Inc. entered into with the New England Teamsters and Trucking Industry Pension Fund.

(4) Costs associated with the freight handling pilot test program at ABF Freight announced in third quarter 2019.

(5) Impairment charges related to equipment replacement and other one-time costs incurred to comply with the electronic logging device ("ELD") mandate which became effective in December 2019.

(6) Consulting fee incurred in third quarter 2019 associated with the termination of the nonunion defined benefit pension plan.

(7) Non-GAAP amounts are calculated in total and may not foot due to rounding.

Note: ArcBest Corporation reports its financial results in accordance with generally accepted accounting principles ("GAAP"). However, management believes that certain non-GAAP performance measures utilized for internal analysis provides analysts, investors, and others the same information that we use internally for purposes of assessing our core operating performance and provides meaningful comparisons between current and prior period results, as well as important information regarding performance trends. Accordingly, using these measures improves comparability in analyzing our performance because it removes the impact of items from operating results that, in management's opinion, do not reflect our core operating performance. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, our reported results. These financial measures should not be construed as better measurements than operating income (loss), operating cash flow, net income (loss) or earnings (loss) per share, as determined under GAAP.

Investor Presentation