



# ARCBEST CORPORATION®

*September 15, 2016*

**Morgan Stanley  
4<sup>th</sup> Annual  
Laguna Conference**



# Forward Looking Statements

Certain statements and information in this Quarterly Report on Form 10-Q may constitute “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. 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 forward-looking 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: 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; union and nonunion employee wages and benefits, including changes in required contributions to multiemployer plans; competitive initiatives and pricing pressures; governmental regulations; environmental laws and regulations, including emissions-control regulations; the cost, integration, and performance of any future acquisitions; relationships with employees, including unions, and our ability to attract and retain employees and/or independent owner operators; 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; 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; potential impairment of goodwill and intangible assets; availability and cost of reliable third-party services; litigation or claims asserted against us; self-insurance claims and insurance premium costs; 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; 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 and fuel and related taxes; the loss of key employees or the inability to execute succession planning strategies; the impact of our brands and corporate reputation; the cost, timing, and performance of growth initiatives; default on covenants of financing arrangements and the availability and terms of future financing arrangements; timing and amount of capital expenditures; seasonal fluctuations and adverse weather conditions; regulatory, economic, and other risks arising from our international business; and other financial, operational, and legal risks and uncertainties detailed from time to time in our Securities and Exchange Commission public filings.

For additional information regarding known material factors that could cause our actual results to differ from our projected results, refer to “Risk Factors” in Part I, Item 1A in our 2015 Annual Report on Form 10-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

Logistics Leader



1923

Founded

13,000

Employees

\$2.7 billion

Revenue in 2015

## Who Are We?

A **logistics company** with assets

With **The Skill & The Will** to creatively solve our customers' complex supply chain challenges

**We'll find a way** to deliver:

- Knowledge
- Expertise
- Options
- A can-do attitude with every shipment and supply chain solution, household move or vehicle repair

**ArcBest**  
Corporation



## Common DNA



### We use **creativity and cooperation** to solve

transportation and logistics challenges for customers worldwide who value quality and an exceptional experience.

## Customer Focus



**Commercial Shippers**  
and Consumers of Logistics Solutions



**Commercial Carriers**  
and Private Fleets with  
Medium and Heavy  
Duty Equipment

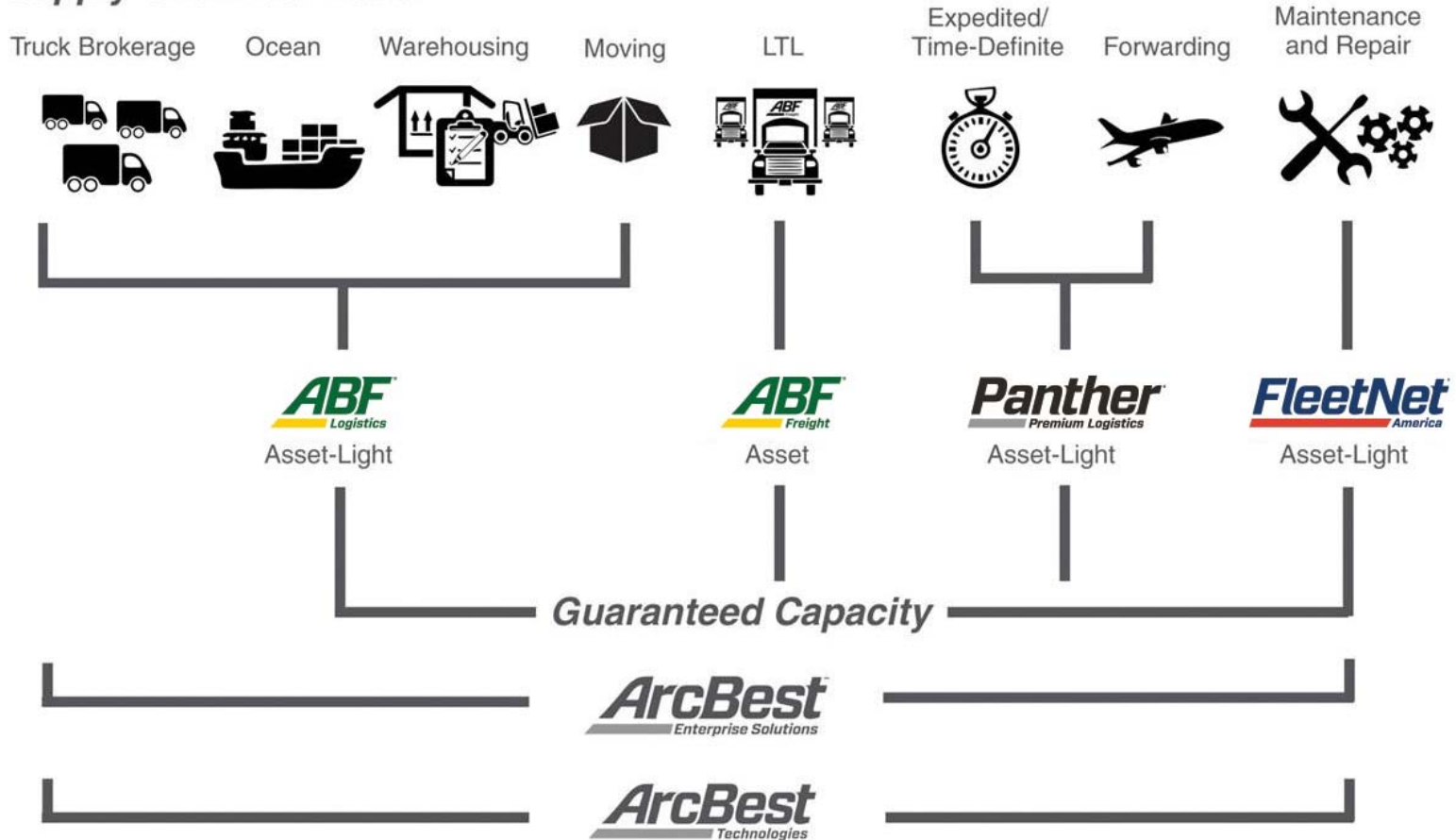


**Consumers**  
of Household Goods  
Transportation and  
Storage Services

# ArcBest Corporation

A Logistics Company with The Skill and The Will<sup>®</sup>  
to Solve Complex Supply Chain Challenges

## Supply Chain Services



## Vision





## OUR VALUES

### **CREATIVITY**

*We create solutions.*

### **GROWTH**

*We grow our people and our business.*

### **INTEGRITY**

*We do the right thing.*

### **EXCELLENCE**

*We exceed expectations.*

### **COLLABORATION**

*We work together.*

### **WELLNESS**

*We embrace total health.*



## Key Elements

# A Logistics Company with the Skill & The Will to Grow

**1** Increasing Supply Chain Complexity

**2** Optimal Conditions For Growth

**3** Impact of Innovation & Technology

**4** ArcBest is Powerfully Positioned

# Increasing Supply Chain Complexity

*Supply chains are evolving rapidly due to faster customer demand for products, lean inventory levels, transportation capacity, speed of fulfillment and cost volatilities*

- 1 Global product sourcing requires unique distribution models offering ease of visibility and efficient coordination of multiple transportation resources
- 2 Growing need for real-time information and data to facilitate flexible, logistics decision-making
- 3 Evolving focus on customer service to meet more demanding delivery times (next-day; same-day) and to offer a positive customer experience
- 4 The rising need for personnel with superior analytical skills and industry knowledge in order to craft cost-effective solutions



# Optimal Conditions for Growth


## Market Potential

Approximate ArcBest<sup>SM</sup> Opportunity: **\$266B**



\$37 B

Less-Than-Truckload



\$5 B

Expedited Transportation



\$57 B

Freight Brokerage & Management



\$20 B

Premium Logistics




\$47 B

Air & Ocean Freight Forwarding



\$37 B

Warehousing / Distribution



\$17 B

Household Goods Moving & Storage



\$3 B

White Glove / Final Mile



\$43 B

Maintenance / Repair

Source: Armstrong & Associates, ArcBest Technologies Business Insight & Analytics, management estimates – October 2015

# Optimal Conditions for Growth

ArcBest has conducted extensive research to better understand:

- The voice and needs of our diverse customer base
- The services we must offer to meet their needs
- How to effectively deliver those services as a trusted partner
- Current voids in the marketplace that ArcBest can fill

Organic investments in personnel and systems at all companies position ArcBest for future growth and improved profit margins.

## ArcBest Steps Taken for Future Growth



# Optimal Conditions for Growth

## Existing Opportunities:

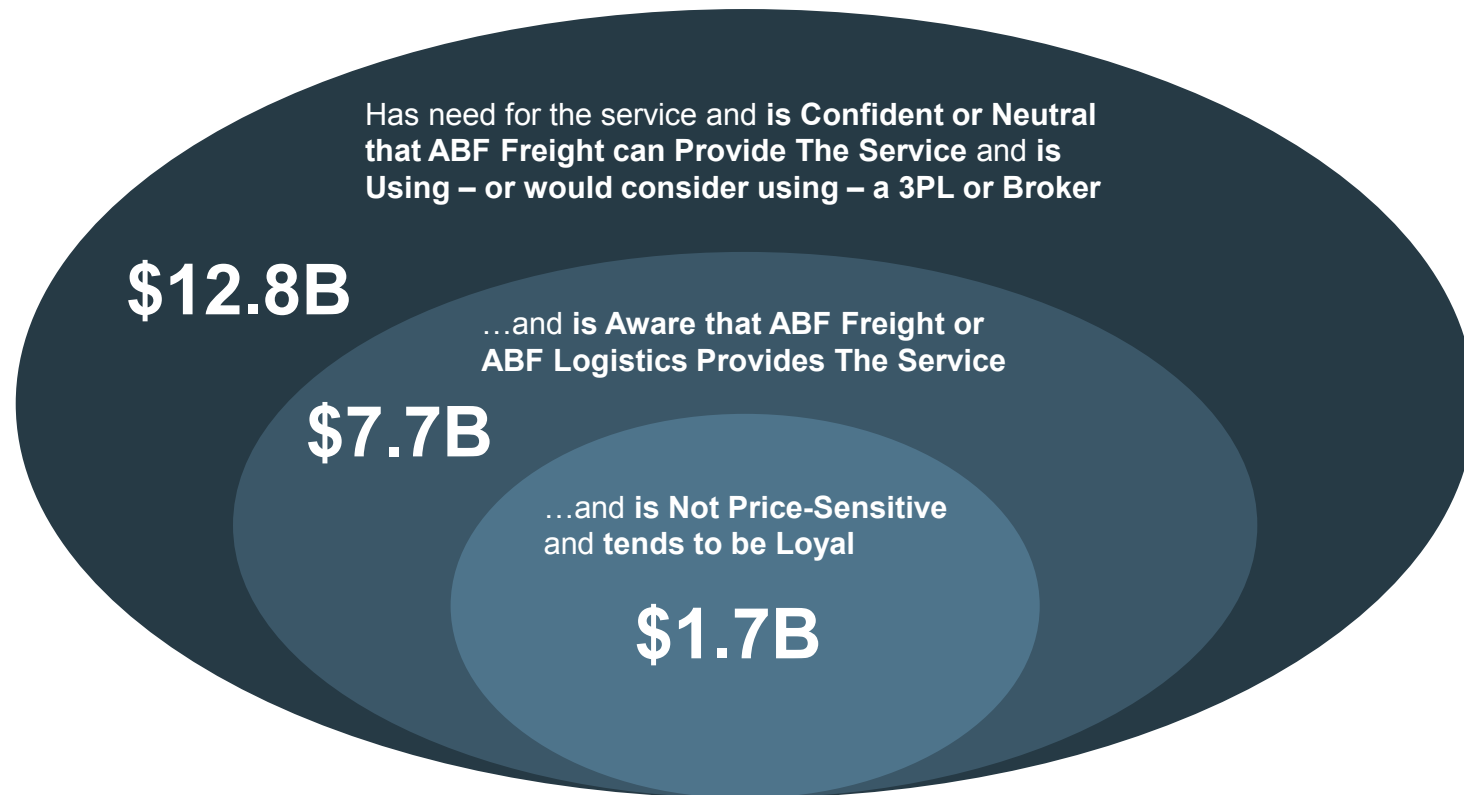
Research indicates that nearly 75% of ABF Freight and Panther customers have two or more logistics needs offered within our family of companies.

Nearly 85% of current ABF Freight and Panther customers would consider or strongly consider sourcing one or more of those additional logistics services from ABF Freight and/or Panther.

As customers increasingly look to fewer providers for more logistics services, we are well-positioned to offer a holistic mix of asset-based and non-asset-based solutions.

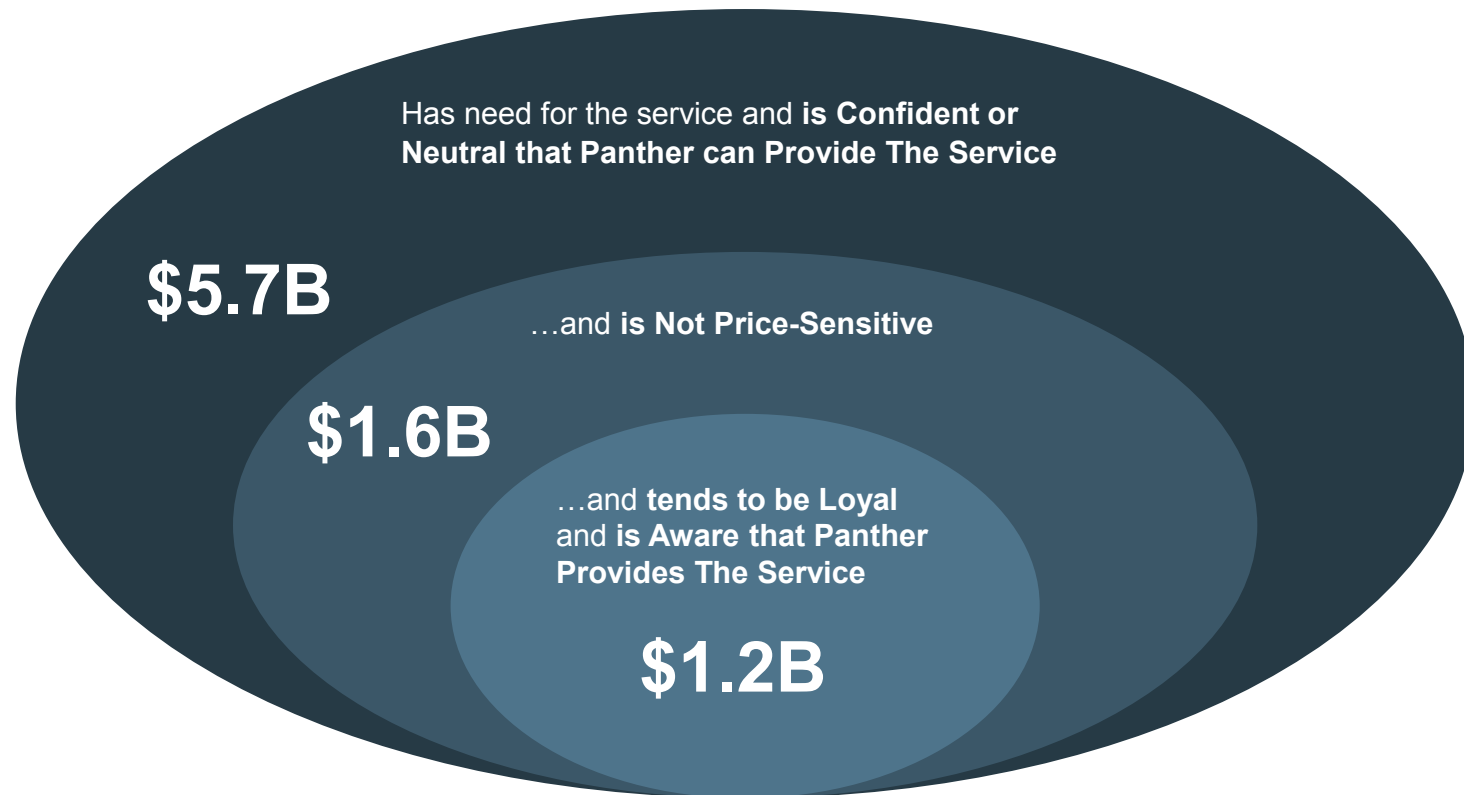
# Optimal Conditions for Growth

ABF Freight Customer Base: Asset-Light Total Market Potential Revenue



# Optimal Conditions for Growth

Panther Customer Base: Expedited Total Market Potential Revenue



# Impact of Innovation & Technology

Differentiating technologies and innovations have played a strong role in ArcBest's history and will help us seize on our opportunities for growth.

Technology and innovations:

- Enhance and optimize operations
- Create efficiencies
- Allow for better management of personnel
- Improve the customer experience

The 2015 structuring of our innovation process provides for coordinated initiatives that flow throughout the entire ArcBest organization.





# Powerfully Positioned



ArcBest is built on the **strong foundation** of ABF Freight as a **trusted customer partner**.



Our employees have **The Skill and The Will** to solve customers' supply chain **challenges**.



We have **responded to customer needs** by developing the **logistics strategies they desire** and coordinating them through Enterprise Solutions.



We have **billions of dollars of revenue growth opportunities** with ABF Freight and Panther customers.



**Solid financial resources that support our strategic initiatives:**

- Strong balance sheet
- Additional liquidity readily available
- Positive banking relationships



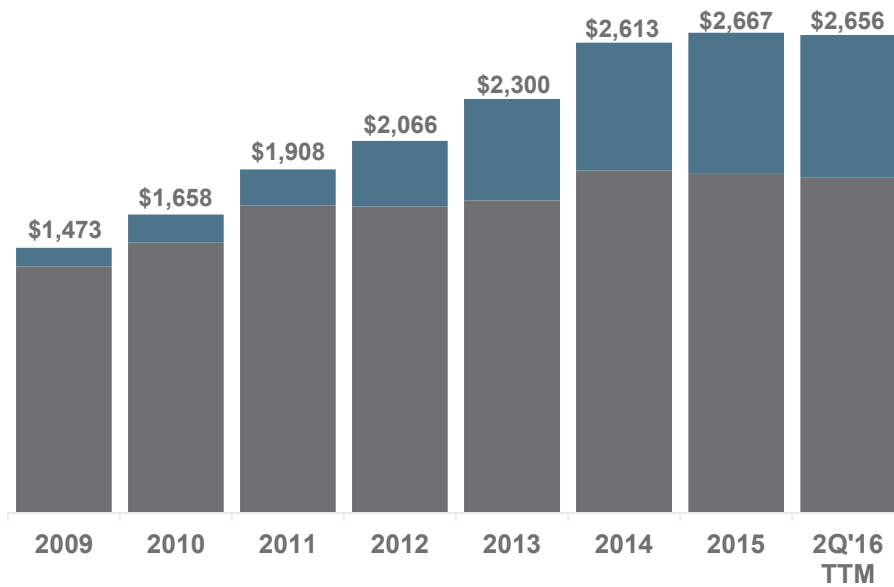
We bring **differentiating technologies** and innovations to the customer experience to **simplify the complexities** they face.

# ArcBest Diversification

## Growth of the Asset-Light Logistics Businesses

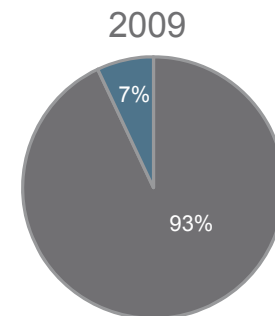
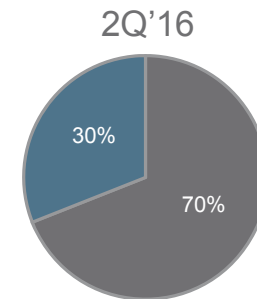
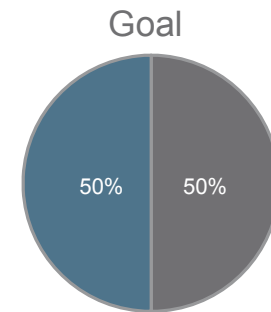
An Ever-Increasing Percentage of ArcBest's Revenue

ArcBest Revenue



Amounts shown are before other revenues and intercompany eliminations.

Percent of ArcBest Revenue



## Collaboration Throughout the ArcBest Enterprise

**ABF Logistics' web visibility tools** helped an ABF Freight electronic equipment account **reduce their ocean shipping costs by as much as 50%** while significantly improving their customer delivery time.

**A U.S. importer and distributor of authentic Asian products** solved their U.S. distribution challenges with a comprehensive set of logistics services that includes **international container shipments and warehousing by ABF Logistics**, all coordinated by ArcBest's Enterprise Solutions group.

The **sales teams of ABF Freight and ABF Logistics worked together to develop a collaborative solution with FleetNet** for a customer shipping oversized products on his owned equipment.

**ABF Freight and Panther collaborate** to serve a customer shipping cross country **air shipments to Hawaii**. The customer benefits from the **expertise of ABF Freight during mainland and Hawaiian ground handling**, and the **speed of air transport utilizing Panther** and its air carrier partner, all at an **economical total cost**.

# Evolution Has Begun

While ABF Freight offers a strong foundation for ArcBest, we are a multi-faceted logistics company providing supply chain solutions to complex transportation challenges.

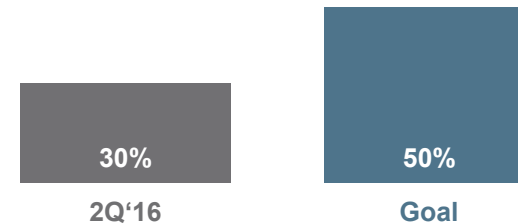
**ABF Freight Account Base Who Used ABF Logistics or Panther For Non-LTL Services**



The percentage of ABF Freight's account base who also transacted business with either ABF Logistics or Panther was 24%.

Our goal is 50%.

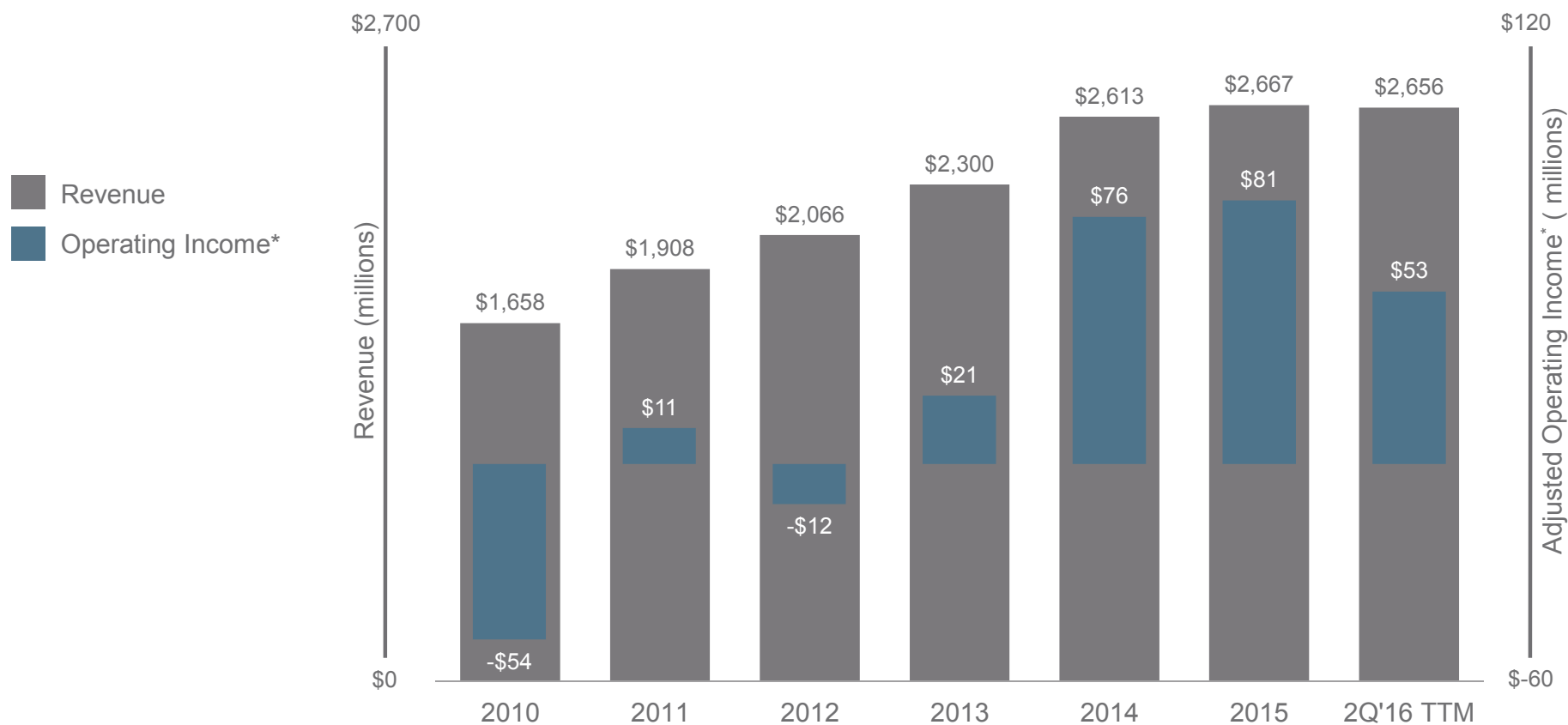
**ArcBest Revenues Derived From Asset-Light Logistics**



30% of ArcBest revenues are currently derived from asset-light logistics.

Our goal is 50%.

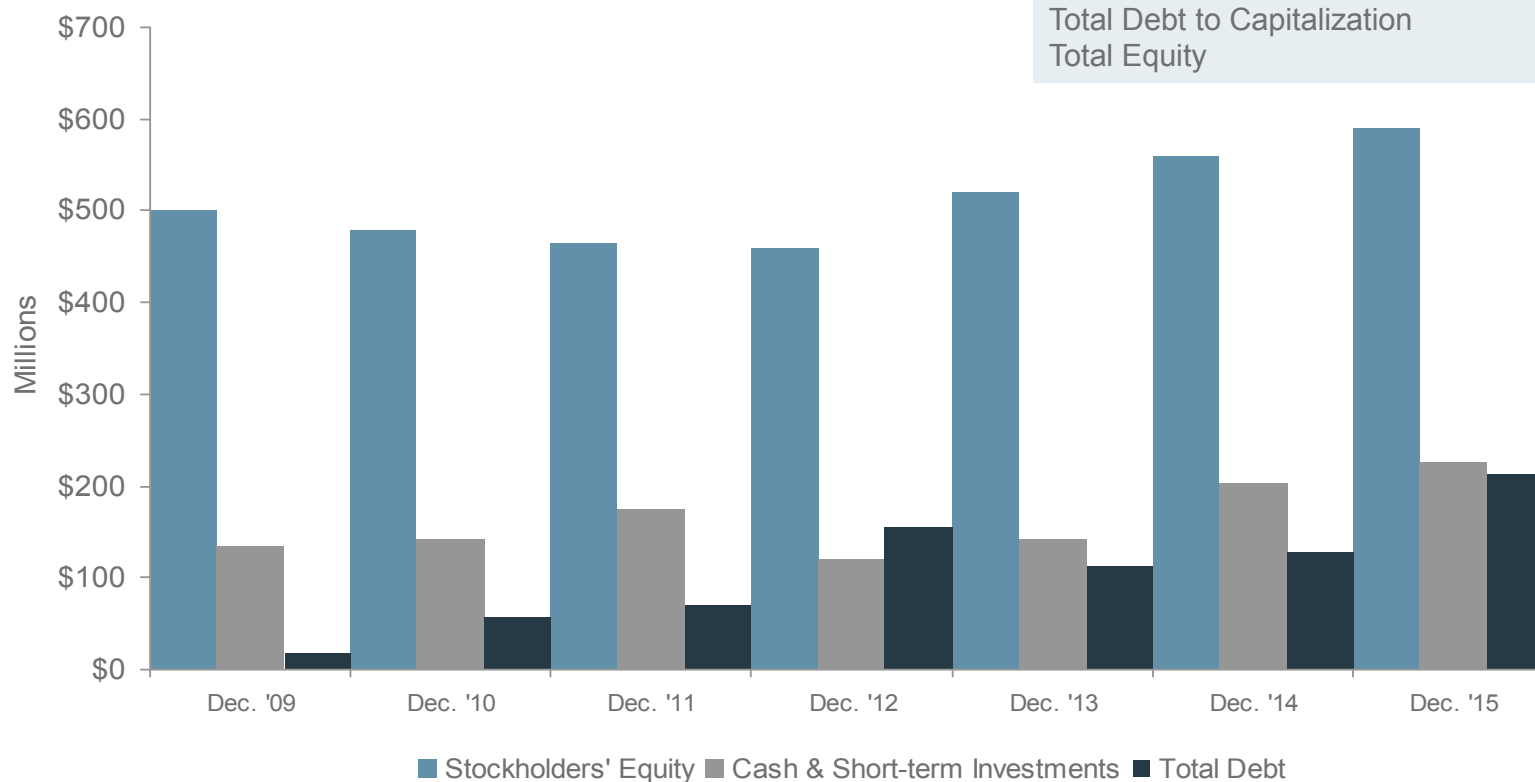
# Consolidated Revenue & Operating Income



\*Operating Income adjusted for nonunion pension settlement expense, acquisition transaction costs, and FleetNet third-party casualty claim associated with a bankrupt customer (2015 only). See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.

## Historical Financial Results

# Equity, Cash & Outstanding Debt



| As of June 30, 2016          |               |
|------------------------------|---------------|
| Net Cash (Debt)              | (\$9) Million |
| Total Debt to LTM EBITDAR*   | 1.23X         |
| Total Debt to Capitalization | 0.28X         |
| Total Equity                 | \$582 Million |

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 EBITDA and Adjusted EBITDA 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 (loss), operating cash flow, net income (loss), or earnings (loss) 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.

# Powerfully Positioned



## Balanced Capital Strategy

### Growth and Operating Initiatives

- Capital investments consistent with service initiatives and strategy
- Invest in operational efficiencies and innovation
- Selective tuck-in and strategic acquisitions

### Maintain Strong Balance Sheet

- Cash Balance – \$216M at 6/30/2016, (\$9M) net of debt
- Debt maintenance – 1.23X debt to LTM EBITDAR\* at 6/30/2016
- \$350M available debt capacity includes \$100M of accordion features

### Return of Capital to Shareholders

- Dividend of \$0.32 per share (annual)
- Share repurchase: \$42M available

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# Strategies for Growth

How will ArcBest seek to grow its revenue to solve the logistics challenges of its customers?

- 1 Work toward **strengthening ABF Freight** as the asset-based foundation of ArcBest
- 2 Sustained growth through **new customer additions and cross-selling with established base** of over 40,000 active ABF Freight/Panther customers
- 3 Continued development of services and resources to **enhance growth in the fleet maintenance and moving markets**
- 4 Ongoing, **organic investment** in people, innovative technology and other resources for all ArcBest businesses
- 5 Consideration of **acquisition opportunities** that meet ArcBest's strategic goals and enhance the scale of services offered in the marketplace



## Key Takeaways

- ArcBest is a logistics company with The Skill & The Will to grow – we have assets and offer solutions through guaranteed capacity and flexible options.
- We are trusted logistics experts at a company powerfully positioned as the best place for our customers to receive answers to their supply chain challenges.
- We consider the customer in everything we do and it is the “tie that binds” every ArcBest employee.

# Q&A

# ADDITIONAL INFORMATION

## ArcBest Corporation Subsidiaries

**ABF Freight®** operates the core less-than-truckload network for North American shippers of all sizes who value quality and the exceptional experience we provide every day. Our customers know we'll find a way to deliver superior regional and long-haul LTL solutions and easy access to additional logistics services offered by our sister companies through a single point of contact.

ABF Freight is:

- a transportation company with a 93-year heritage
- an industry leader in cargo handling and claims prevention
- equipped with an innovative and technology-enabled network for handling both national and regional LTL shipping
- offering services that include national & regional LTL, time-critical & expedited, white-glove & final mile, trade show, flatbed and mobile containers

Through ABF Freight and its sister companies, ArcBest strives to deliver value to our customers by creatively solving all of their transportation challenges. From small business owners to Fortune 100 companies, ABF Freight's loyal customers frequently seek complementary services and solutions from other ArcBest businesses.

**ABF Logistics®** is a sister company to ABF Freight and provides third-party logistics services including brokerage, intermodal and ocean transport, transportation management, warehousing and household moving. We offer the complete supply chain solutions and exceptional experience our customers seek through a single point of contact.

The ABF Logistics offerings include:

- Ground transportation solutions through freight brokerage and intermodal services.
- Worldwide ocean shipping services in either full-container (FCL) or less-than-container (LCL/LTL) quantities.
- Transportation management capabilities from supply chain optimization to complete outsourcing, along with warehouse management solutions.
- Flexible and convenient moving services offered through ABF Moving to consumer, government and corporate account customers.

## ArcBest Corporation Subsidiaries

**Panther Premium Logistics**<sup>®</sup> is one of the best-known providers of premium logistics services including time-sensitive, mission-critical and white-glove delivery. We solve the toughest shipping and logistics challenges our customers face through our global network of owner operators and partners specializing in ground, air and ocean shipping.

Panther is known for:

- a significant, national market share in ground expedited/time-sensitive shipping
- a diversified, global, non-asset-based transportation network
- highly efficient operations with superior on-time performance
- a proprietary, integrated and scalable technology platform offering premium logistics services for over 20 years

Panther articulates ArcBest's devotion to customers, surpassing customer expectations with consistent on-time service at the lowest possible cost. Innovation is second nature for us. It's no wonder several important industry verticals rely on Panther, including automotive, manufacturing, life sciences, government, defense, chemicals and energy.

**FleetNet America**<sup>®</sup> excels in vehicle maintenance and repair solutions for commercial and private fleets. Our technology can help reduce fleet downtime from maintenance events and deliver best-in-class preventive maintenance compliance at the lowest total cost.

FleetNet provides customers with critical services to complex issues, solving problems on the road or in the garage.

- We help clients improve their customer service by reducing downtime during a roadside breakdown. FleetNet's focus is on getting our customers' trucks up and running as fast as possible.
- We help customers reduce their maintenance events by providing data to help them make even better decisions.
- FleetNet's TMcare<sup>®</sup> brand improves preventive maintenance compliance at the lowest total cost.

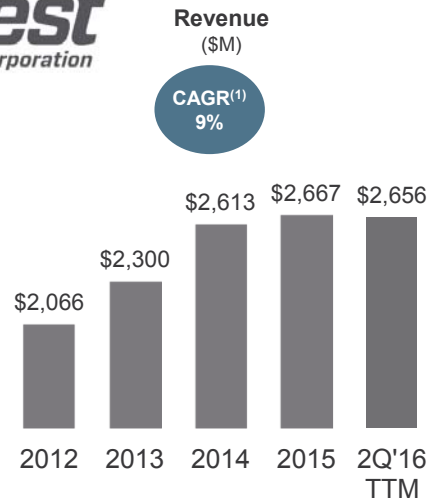
FleetNet excels in providing tailored maintenance solutions for America's private and for-hire fleets because of our comprehensive knowledge and relationships with a large network of reputable vendors throughout the United States, Canada and Puerto Rico. FleetNet's expertise enables clients to deliver better service to their customers and lower total costs because of FleetNet's third-party vendor partnerships and cutting-edge processes.

## ArcBest Corporation Subsidiaries

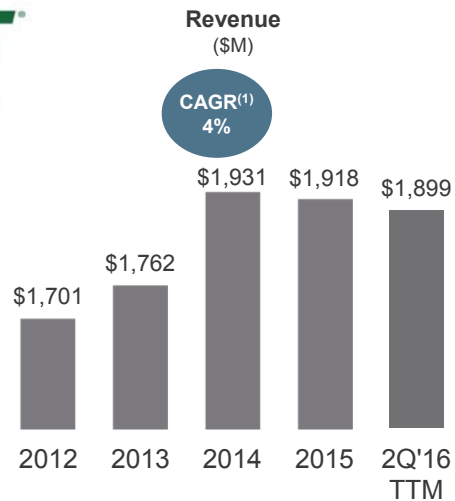
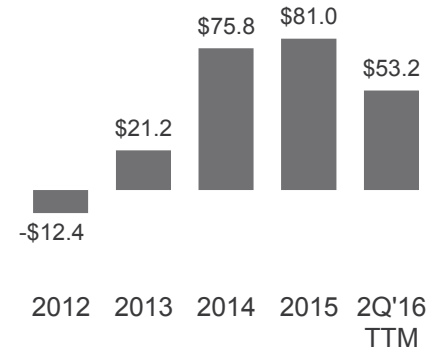
**ABF Moving**<sup>®</sup> offers a wide range of customizable moving solutions for consumer, military and corporate customers. Services include “do-it-yourself” consumer moves through U-Pack<sup>®</sup>, government employee relocation through Albert Moving<sup>®</sup> and corporate account employee relocation. ABF Moving enhances customer-focused partnerships with innovative technology and strong online presence through [upack.com](http://upack.com).

**ArcBest Technologies** provides our operating companies with in-house, purpose-built digital solutions to complex shipping needs. As the transportation and logistics market continues to change rapidly, our constantly evolving solutions and robust support provide ArcBest and its subsidiaries with the innovative tools and software to better serve their customers’ total supply chain needs.

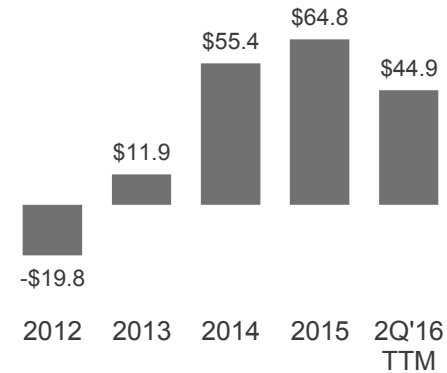
Founded in 1962 as Data-Tronics, ArcBest Technologies has a staff of nearly 300. They design, program and maintain business application systems which include logistics, general business and custom-freight management, inventory management and control, and barcoding. All software solutions are designed to not only help our ArcBest subsidiaries achieve their goals, but also add genuine value to their businesses.



**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**

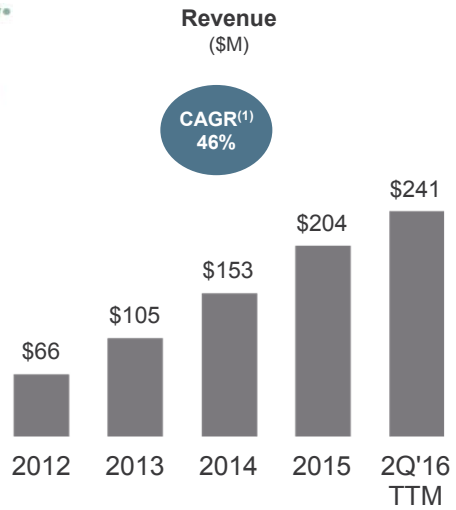


**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**

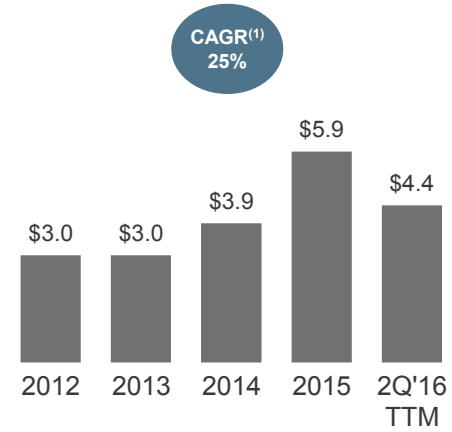


(1) CAGR over the 3 year period from 2012 to 2015.

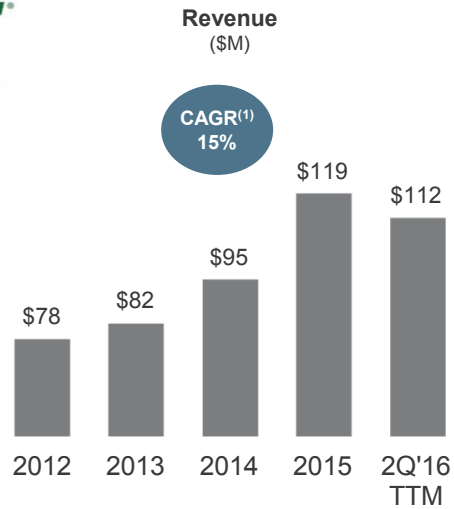
(2) Non-GAAP operating profit excludes pension settlement expense, acquisition transaction costs, and FleetNet third-party casualty claim associated with bankrupt customer (2015 only). See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.



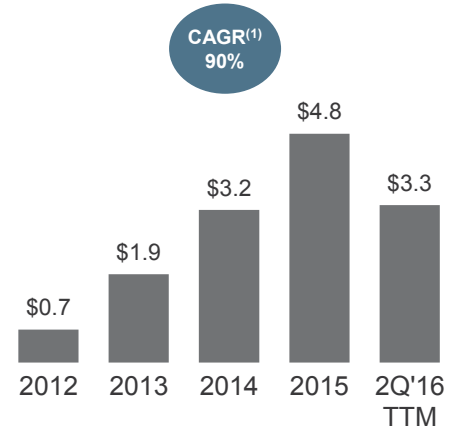
**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**



**ABF Moving**



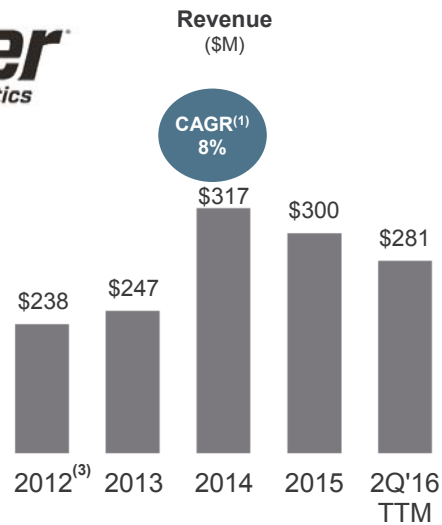
**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**



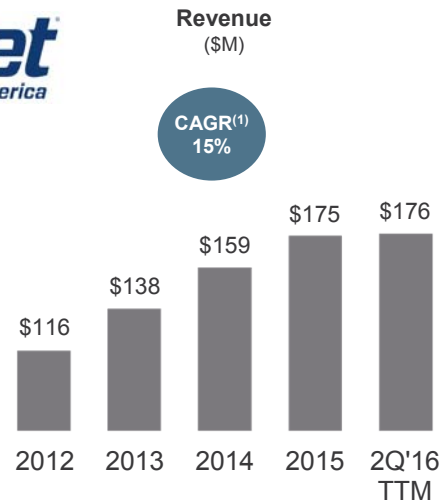
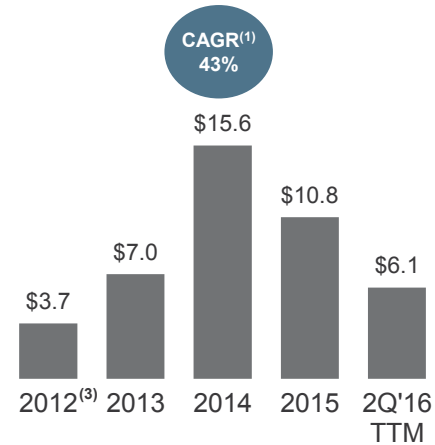
(1) CAGR over the 3 year period from 2012 to 2015.

(2) Non-GAAP operating profit excludes pension settlement expense. See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.

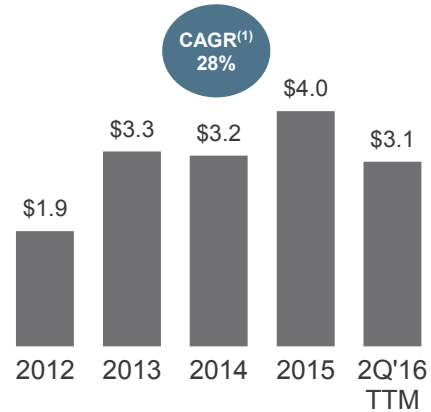




**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**



**Non-GAAP Operating Profit<sup>(2)</sup> (\$M)**



(1) CAGR over the 3 year period from 2012 to 2015.

(2) Non-GAAP operating profit excludes pension settlement expense and FleetNet third-party casualty claim associated with bankrupt customer (2015 only). See Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation.

(3) Panther 2012 revenue and non-GAAP operating profit numbers are pro forma assuming the June 15, 2012 acquisition occurred as of January 1, 2012.

## Acquisition of Logistics & Distribution Services



### Quick Facts

- \$60 M annual revenue
- Transaction valued at \$25 M
- \$17 M cash purchase price
- \$8 M earn-out agreement, based on Gross Margin targets, over two years
- Approximately 30 employees
- Closed September 2, 2016



### Rationale

- Unique mix of dedicated brokerage (utilizing captive trailers) and traditional brokerage
- Opportunity to market their service platform to ArcBest customers and vice-versa
- Expands ABF Logistics into two additional markets (Sparks, NV and Allentown, PA) for ongoing business growth

## ArcBest Corporation

| Millions (\$000,000)                    | Three Months Ended<br>6/30/16 | Three Months Ended<br>6/30/15 | Per Day<br>% Change | Twelve Months Ended<br>12/31/15 | Twelve Months Ended<br>12/31/14 | Per Day<br>% Change |
|---|-------------------------------|-------------------------------|---------------------|---------------------------------|---------------------------------|---------------------|
| <b>Revenue</b>                          | \$ 676.6                      | \$ 696.1                      | (3.6%)              | \$ 2,666.9                      | \$ 2,612.7                      | 2.1%                |
| <b>Operating Income<sup>(1)</sup></b>   | 17.2                          | 34.1                          |                     | 81.0                            | 75.8                            |                     |
| <b>Net Income<sup>(1)</sup></b>         | \$ 10.0                       | \$ 20.2                       |                     | \$ 47.9                         | \$ 45.7                         |                     |
| <b>Earnings per share<sup>(1)</sup></b> | \$ 0.38                       | \$ 0.75                       |                     | \$ 1.78                         | \$ 1.67                         |                     |

(1) Operating Income, Net Income and Earnings Per Share are adjusted for certain unusual items. See the following slide for a reconciliation to GAAP financial measures.

## ArcBest Corporation

| Millions (\$000,000)                                   | Three Months<br>Ended<br>6/30/16 | Three Months<br>Ended<br>6/30/15 | Twelve Months<br>Ended<br>12/31/15 | Twelve Months<br>Ended<br>12/31/14 |
|--|----------------------------------|----------------------------------|------------------------------------|------------------------------------|
| <b>Operating Income</b>                                |                                  |                                  |                                    |                                    |
| Amounts on a GAAP basis                                | \$ 16.7                          | \$ 33.5                          | \$ 75.5                            | \$ 69.2                            |
| Transaction costs <sup>(1)</sup>                       | -                                | -                                | 1.4                                | -                                  |
| Third-party casualty expense <sup>(3)</sup>            | -                                | -                                | 0.9                                | -                                  |
| Pension settlement expense                             | 0.6                              | 0.6                              | 3.2                                | 6.6                                |
| Non-GAAP amounts                                       | \$ 17.2                          | \$ 34.1                          | \$ 81.0                            | \$ 75.8                            |
| <b>Net Income</b>                                      |                                  |                                  |                                    |                                    |
| Amounts on a GAAP basis                                | \$ 10.2                          | \$ 20.0                          | \$ 44.9                            | \$ 46.2                            |
| Life insurance proceeds/changes in CSV                 | (0.5)                            | (0.1)                            | (0.3)                              | (3.8)                              |
| Transaction costs, after-tax <sup>(1)</sup>            | -                                | -                                | 0.9                                | -                                  |
| Tax benefits and credits <sup>(2)</sup>                | -                                | -                                | -                                  | (0.7)                              |
| Third-party casualty expense, after-tax <sup>(3)</sup> | -                                | -                                | 0.6                                | -                                  |
| Pension settlement expense, after-tax                  | 0.3                              | 0.4                              | 2.0                                | 4.0                                |
| Non-GAAP amounts                                       | \$ 10.0                          | \$ 20.2                          | \$ 47.9                            | \$ 45.7                            |
| <b>Diluted Earnings Per Share</b>                      |                                  |                                  |                                    |                                    |
| Amounts on a GAAP basis                                | \$ 0.39                          | \$ 0.74                          | \$ 1.67                            | \$ 1.69                            |
| Life insurance proceeds/changes in CSV                 | (0.02)                           | -                                | (0.01)                             | (0.15)                             |
| Transaction costs, after-tax <sup>(1)</sup>            | -                                | -                                | 0.03                               | -                                  |
| Tax benefits and credits <sup>(2)</sup>                | -                                | -                                | -                                  | (0.03)                             |
| Third-party casualty expense, after-tax <sup>(3)</sup> | -                                | -                                | 0.02                               | -                                  |
| Pension settlement expense, after-tax                  | 0.01                             | 0.01                             | 0.07                               | 0.16                               |
| Non-GAAP amounts                                       | \$ 0.38                          | \$ 0.75                          | \$ 1.78                            | \$ 1.67                            |

(1) Transaction costs are associated with the December 1, 2015 acquisition of Bear Transportation Services, L.P. and the January 2, 2015 acquisition of Smart Lines Transportation Group, LLC.

(2) Tax adjustments are related to decreases in the deferred tax asset allowances and alternative fuel tax credits.

(3) Unfavorable third party casualty claim associated with a bankrupt FleetNet customer.

## Consolidated Cash Flow

Millions (\$000,000)

|  |               |
|--|---------------|
| <b>Cash and Short-term Investments, as of Dec 31, 2015</b>                       | <b>\$ 227</b> |
| Net Income   | 4             |
| Depreciation and amortization <sup>(a)</sup>                                     | 51            |
| Amortization of actuarial losses on benefit plans and pension settlement expense | 4             |
| Net change in other assets and liabilities <sup>(b)</sup>                        | (7)           |
|  | <hr/>         |
| <b>Cash from operations</b>  | <b>\$ 52</b>  |
| Purchase of property, plant and equipment, net                                   | (56)          |
| Proceeds from Equipment Financings   | 36            |
| Internally developed software  | (5)           |
|  | <hr/>         |
| <b>Free Cash Flow</b>  | <b>\$ 27</b>  |
| Business acquisitions  | -             |
| Proceeds from issuance of debt, net of payments                                  | (23)          |
| Purchase of Treasury Stock   | (5)           |
| Dividend   | (4)           |
| Other  | (6)           |
|  | <hr/>         |
| <b>Cash and Short-term Investments, as of Jun 30, 2016</b>                       | <b>\$ 216</b> |

(a) Includes amortization of intangibles.

(b) Primarily reflects changes in working capital, timing of month end clearings, and lower income tax payments.

## ABF Freight

| Millions (\$000,000)    | Three Months Ended 6/30/16 | Three Months Ended 6/30/15 | Per Day % Change | Twelve Months Ended 12/31/15 | Twelve Months Ended 12/31/14 | Per Day % Change |
|-------------------------|----------------------------|----------------------------|------------------|------------------------------|------------------------------|------------------|
| <b>Revenue</b>          | \$ 486.7                   | \$ 504.4                   | (4.3%)           | \$ 1,918.5                   | \$ 1,931.0                   | (0.7%)           |
| <b>Operating Income</b> | 17.8                       | 28.5                       |                  | 64.8                         | 55.4                         |                  |
| <b>Operating Ratio</b>  | 96.3%                      | 94.3%                      |                  | 96.6%                        | 97.1%                        |                  |
| <br>                    |                            |                            |                  |                              |                              |                  |
| <b>Total Tons/Day</b>   | 13,222                     | 13,769                     | (4.0%)           | 13,159                       | 13,356                       | (1.5%)           |

Operating Income and Operating Ratio adjusted for:

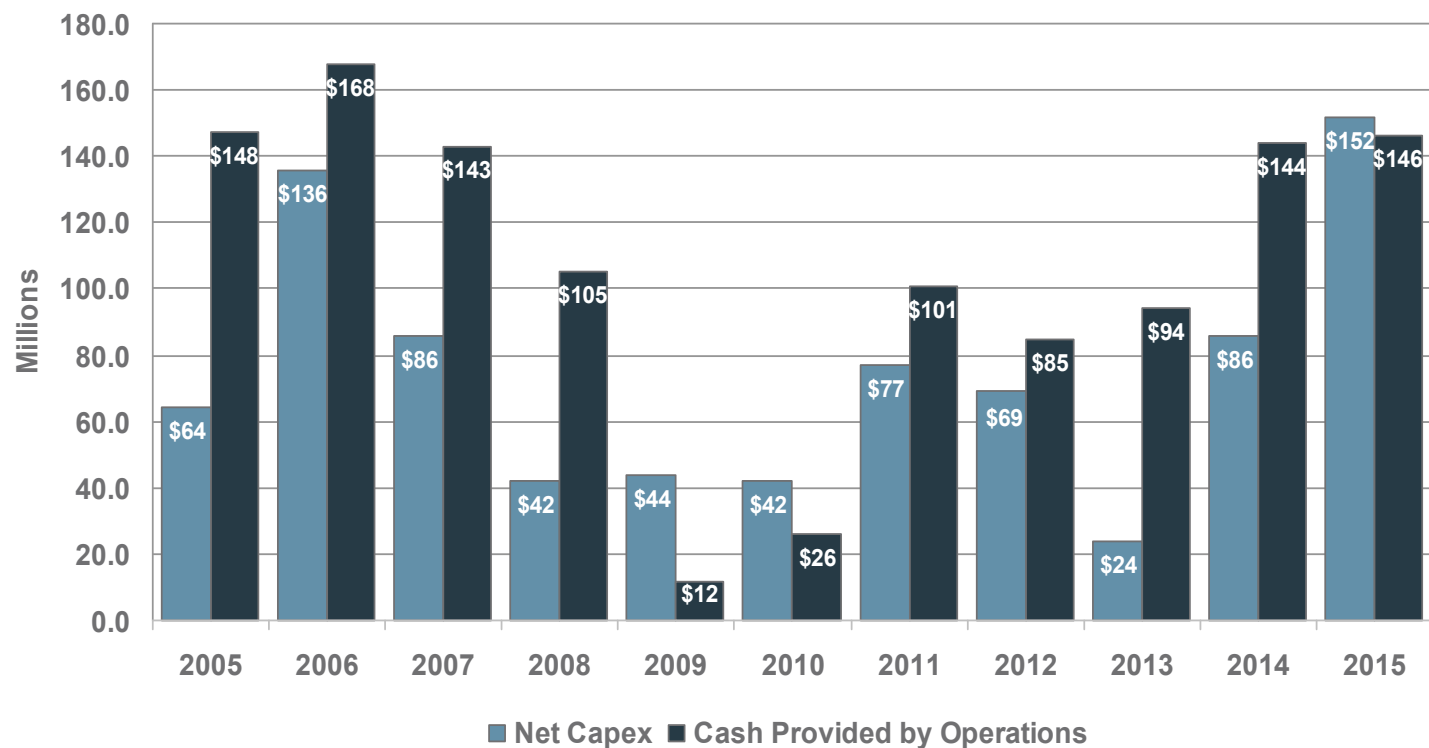
- Pension settlement expense of \$ 0.4 million (pre-tax) and \$ 0.4 million (pre-tax) for the three months ended June 30, 2016 and 2015, respectively. Pension settlement expense of \$ 2.4 million (pre-tax) and \$5.3 million (pre-tax) for the twelve months ended December 31, 2015 and 2014.

## Asset-light Logistics Segment Data

| Millions (\$000,000)   |                   | Three Months<br>Ended<br>6/30/16 | Three Months<br>Ended<br>6/30/15 | % Change    | Twelve Months<br>Ended<br>12/31/15 | Twelve Months<br>Ended<br>12/31/14 | % Change     |
|--|-------------------|----------------------------------|----------------------------------|-------------|------------------------------------|------------------------------------|--------------|
| <b>Premium Logistics<br/>(Panther)</b>                         |                   |                                  |                                  |             |                                    |                                    |              |
|  | Revenue           | \$ 69.7                          | \$ 80.3                          | (13.2%)     | \$ 300.4                           | \$ 316.7                           | (5.1%)       |
|  | Oper. Inc.        | 1.1                              | 4.8                              |             | 10.8                               | 15.6                               |              |
| <b>Transportation Management<br/>(ABF Logistics)</b>           |                   |                                  |                                  |             |                                    |                                    |              |
|  | Revenue           | \$ 68.0                          | \$ 50.4                          | 34.9%       | \$ 203.5                           | \$ 152.6                           | 33.4%        |
|  | Oper. Inc.        | 0.5                              | 1.8                              |             | 5.9                                | 3.9                                |              |
| <b>Emergency &amp; Preventative Maintenance<br/>(FleetNet)</b> |                   |                                  |                                  |             |                                    |                                    |              |
|  | Revenue           | \$ 41.8                          | \$ 42.0                          | (0.5%)      | \$ 175.0                           | \$ 158.6                           | 10.3%        |
|  | Oper. Inc.        | 0.6                              | 1.0                              |             | 4.0                                | 3.2                                |              |
| <b>Household Goods Moving Services<br/>(ABF Moving)</b>        |                   |                                  |                                  |             |                                    |                                    |              |
|  | Revenue           | \$ 25.7                          | \$ 32.2                          | (20.3%)     | \$ 119.3                           | \$ 94.6                            | 26.1%        |
|  | Oper. Inc.        | 0.9                              | 2.0                              |             | 4.8                                | 3.2                                |              |
| <b>Asset-light Logistics Businesses</b>                        |                   |                                  |                                  |             |                                    |                                    |              |
| <b>Total</b>   | <b>Revenue</b>    | <b>\$ 205.2</b>                  | <b>\$ 204.9</b>                  | <b>0.1%</b> | <b>\$ 798.1</b>                    | <b>\$ 722.5</b>                    | <b>10.5%</b> |
| <b>Total</b>   | <b>Oper. Inc.</b> | <b>3.1</b>                       | <b>9.7</b>                       |             | <b>25.5</b>                        | <b>26.0</b>                        |              |

Amounts presented exclude pension settlement expense and FleetNet third-party casualty claim associated with bankrupt customer (twelve months ended 2015 only). For the twelve month periods presented, see Reconciliations of GAAP to non-GAAP Financial Measures in the Additional Information section of this presentation. For the three month periods presented, excluded amounts did not result in differences from reported GAAP amounts.

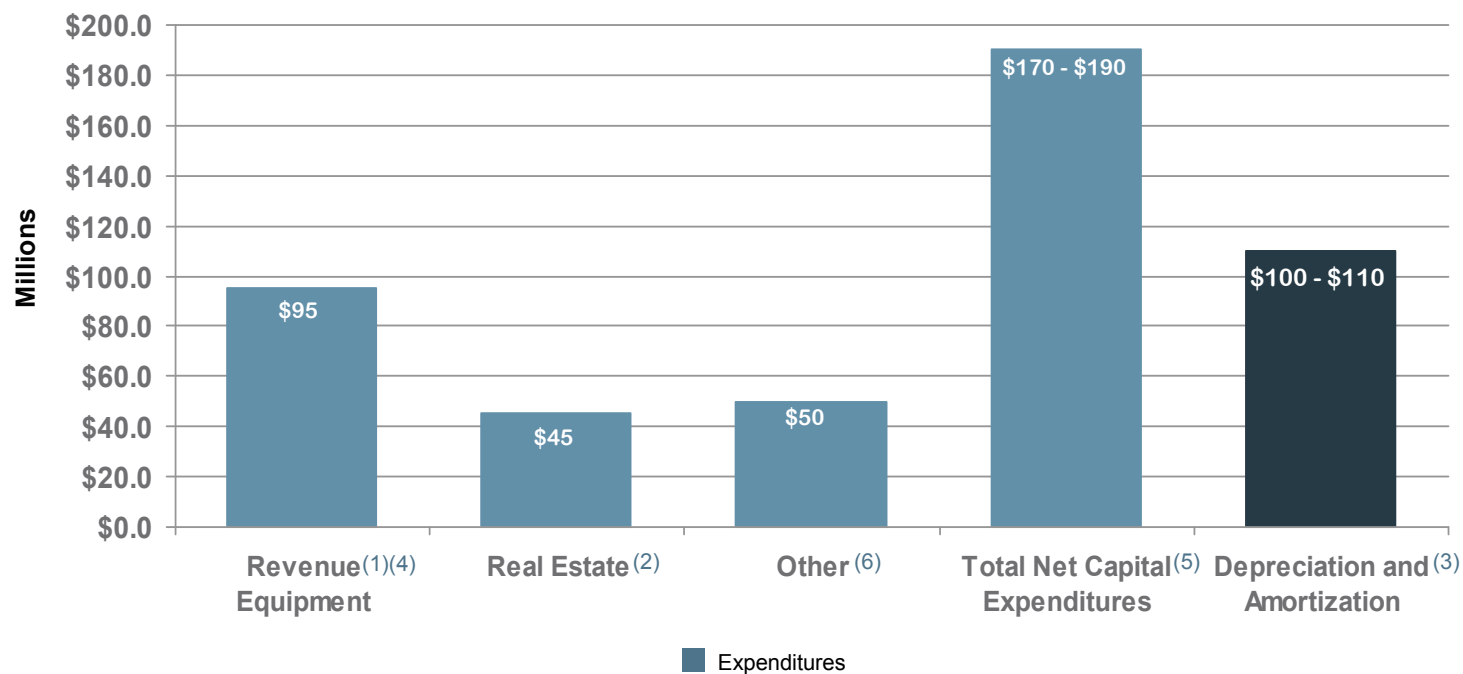
## Net Capital Expenditures vs. Operating Cash



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.

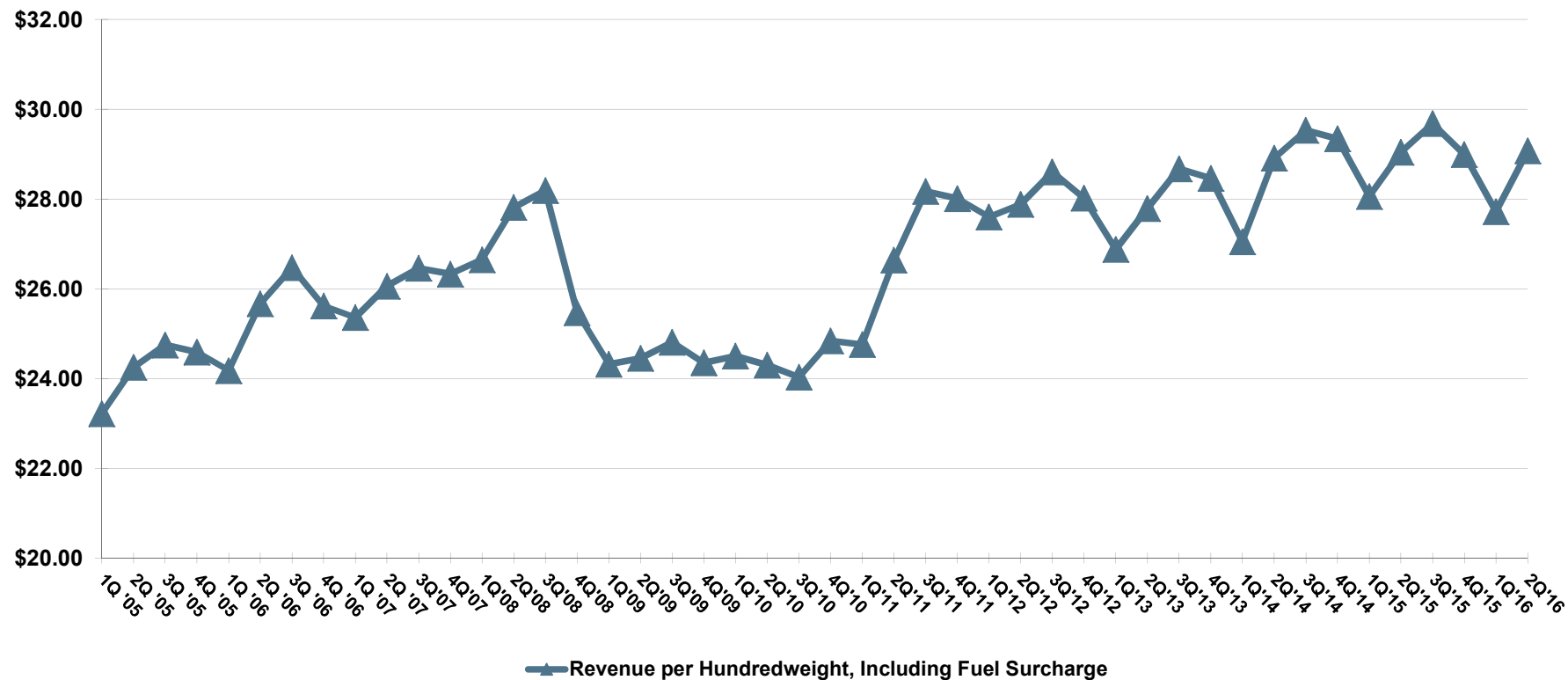


## 2016 Net Capital Expenditures



1. Revenue equipment purchases of \$95 million primarily at ABF Freight.
2. Expected real estate expenditures are for expansion opportunities, and include construction costs delayed from 2015 for previously disclosed call center facilities and a needed office building, a portion of which replaces leased space.
3. Depreciation and amortization costs on fixed assets are estimated to be in a range of \$100 million to \$110 million.
4. The new equipment added during 2015 increased the dependability and consistency of service offered to ArcBest customers. On-going benefits to be fully realized from ArcBest's investment and enhancement of assets include reduced equipment age, improved fuel economy, lower maintenance costs and reduction of rented equipment.
5. The 2016 capital expenditure plan reflects continuation of the accelerated replacement of revenue equipment and alignment with ArcBest's long-term strategy to advance operational efficiencies. For instance, during 2016 upgrades will be made to the data information system ABF Freight utilizes to handle shipments throughout its network.
6. Includes additional amounts to be evaluated for purchase throughout 2016.

## ABF Freight Billed Revenue per Hundredweight (including FSC)



ARCBEST CORPORATION

RECONCILIATIONS OF GAAP TO NON-GAAP FINANCIAL MEASURES

|  | (Unaudited)   |         |           |         |         |         |                     |
|--|---------------|---------|-----------|---------|---------|---------|---------------------|
|  | 2010          | 2011    | 2012      | 2013    | 2014    | 2015    | 2016 <sup>(1)</sup> |
|  | (\$ millions) |         |           |         |         |         |                     |
| <b>ArcBest Corporation - Consolidated</b>                        |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis</b>                                   | \$ (54.5)     | \$ 9.8  | \$ (14.6) | \$ 19.1 | \$ 69.2 | \$ 75.5 | \$ 48.1             |
| Transaction costs, pre-tax <sup>(2)</sup>                        | -             | -       | 2.2       | -       | -       | 1.4     | 1.4                 |
| Third-party casualty expense at FleetNet, pre-tax <sup>(3)</sup> | -             | -       | -         | -       | -       | 0.9     | 0.7                 |
| Pension settlement expense, pre-tax                              | 0.1           | 1.1     | -         | 2.1     | 6.6     | 3.2     | 3.0                 |
| Non-GAAP amounts   | \$ (54.4)     | \$ 10.9 | \$ (12.4) | \$ 21.2 | \$ 75.8 | \$ 81.0 | \$ 53.2             |
| <b>ABF Freight</b>   |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis</b>                                   |               |         | \$ (19.8) | \$ 10.0 | \$ 50.1 | \$ 62.4 | \$ 42.7             |
| Pension settlement expense, pre-tax                              |               |         | -         | 1.9     | 5.3     | 2.4     | 2.2                 |
| Non-GAAP amounts   |               |         | \$ (19.8) | \$ 11.9 | \$ 55.4 | \$ 64.8 | \$ 44.9             |
| <b>Panther</b>   |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis <sup>(4)</sup></b>                    |               |         | \$ 3.7    | \$ 7.0  | \$ 15.6 | \$ 10.8 | \$ 6.1              |
| Pension settlement expense, pre-tax                              |               |         | -         | -       | -       | -       | -                   |
| Non-GAAP amounts   |               |         | \$ 3.7    | \$ 7.0  | \$ 15.6 | \$ 10.8 | \$ 6.1              |
| <b>ABF Logistics</b>   |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis</b>                                   |               |         | \$ 3.0    | \$ 3.0  | \$ 3.8  | \$ 5.9  | \$ 4.4              |
| Pension settlement expense, pre-tax                              |               |         | -         | -       | 0.1     | -       | -                   |
| Non-GAAP amounts   |               |         | \$ 3.0    | \$ 3.0  | \$ 3.9  | \$ 5.9  | \$ 4.4              |
| <b>FleetNet</b>  |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis</b>                                   |               |         | \$ 1.9    | \$ 3.3  | \$ 3.1  | \$ 3.0  | \$ 2.3              |
| Third-party casualty expense, pre-tax <sup>(3)</sup>             |               |         | -         | -       | -       | 0.9     | 0.7                 |
| Pension settlement expense, pre-tax                              |               |         | -         | -       | 0.1     | 0.1     | 0.1                 |
| Non-GAAP amounts   |               |         | \$ 1.9    | \$ 3.3  | \$ 3.2  | \$ 4.0  | \$ 3.1              |
| <b>ABF Moving</b>  |               |         |           |         |         |         |                     |
| <b>Operating Income</b>  |               |         |           |         |         |         |                     |
| <b>Amounts on a GAAP basis</b>                                   |               |         | \$ 0.7    | \$ 1.9  | \$ 3.2  | \$ 4.8  | \$ 3.3              |
| Pension settlement expense, pre-tax                              |               |         | -         | -       | -       | -       | -                   |
| Non-GAAP amounts   |               |         | \$ 0.7    | \$ 1.9  | \$ 3.2  | \$ 4.8  | \$ 3.3              |

<sup>(1)</sup> Totals for the trailing twelve-month period ended June 30, 2016.

<sup>(2)</sup> Transaction costs associated with the January 1, 2012 acquisition of Panther Expedited Services, Inc. and the December 1, 2015 acquisition of Bear Transportation Group, LLC.

<sup>(3)</sup> Unfavorable third-party casualty claim associated with a bankrupt FleetNet customer.

<sup>(4)</sup> Consistent with the non-GAAP operating profit chart within this presentation, Panther 2012 operating income presented in this reconciliation is the pro forma amount assuming the June 15, 2012 acquisition occurred as of January 1, 2012.

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 defined by GAAP.



# ARCBEST CORPORATION®

*September 15, 2016*

**Morgan Stanley  
4<sup>th</sup> Annual  
Laguna Conference**

