Information is current to March 31, 2019 unless otherwise indicated.
Forward Looking Statements

This presentation contains forward-looking statements that are based on current opinions as of the date it is presented, as well as estimates and assumptions of management regarding future events and the future financial performance of the Company. Words such as “anticipates,” “projects,” “expect” and similar expressions identify forward-looking statements and all statements other than statements of historical fact could be deemed forward-looking statements. For information on factors that may affect our future performance, please review our periodic filings with the U.S. Securities and Exchange Commission, and specifically the risk factors set forth in our most recent report on Form 10-K and current Forms 10-Q. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law.

NYSE:ARC
Origins & History

1980’s thru mid-2000’s: Industry Consolidation
• Builds national footprint from 160 acquisitions
• Integration strategy dramatically improves profitability of acquired businesses
• Proprietary technology development
• 2005: Files IPO

2008 thru 2012: ARC loses more than 40% of sales, but holds 30% margins throughout Recession
• Chaotic economy, AEC at a standstill
• Continuous right-sizing to align operations with opportunities
• 50% Labor reduction; 39% Footprint reduction
• National footprint and tech remain differentiators
• Strong vendor partnerships and purchasing power
• Consolidated to one brand name: ARC

2013 thru 2019: Diversification
• Leverages domain expertise
• Recession drives service diversification in specialty digital color, and archiving.
• Development of related services and tech creates basis for ARC’s Professional Services
• Tech platform taken to cloud

NYSE:ARC
How We Serve Our Customers

Print
- construction plans
- office documents
- printing & display equipment

Color Graphics
- signage & displays
- environmental graphics
- nationwide distribution

Cloud Apps & Software
- project management
- facilities management
- print management

Professional Services
- BIM & rendering
- document linking
- 3D laser scanning

Scanning & Archiving
- digital document access
- document scanning
- information management
Where We Serve Our Customers

**Construction Job Sites**
- print (onsite/offsite)
- color graphics
- professional services
- cloud apps & software

**Everywhere**
- cloud apps & software
- professional services

**Customer Offices**
- print (onsite & offsite)
- cloud apps & software
- professional services
- scanning & archiving

**190 Global Service Centers**
- print
- color graphics
- professional services
- scanning & archiving
Who Our Customers Are

ARC is a leader in data and document management for the construction industry, specialty color graphics production, and support for facilities management. We serve 90,000 customers from all over the world with a wide variety of communication and printing needs.

ARC has exclusive agreements with 23 of the top 100 AEC firms in the industry.
ARC’s Strategic Objectives

✓ Protect/Grow Print Revenue: 2018 Growth in Q1, 2, 3, 4
✓ Grow Tech Services: ‘18 Q2, Q3, Q4 & Q1’19
✓ Preserve Cash Flows: >$50mm since 2014
✓ Grow EBITDA: ’18 Q3 & Q1’19
REVENUE CATEGORY

CDIM
construction document & information management

Addressable market includes the $1 trillion construction industry, including:
- Owners/Developers
- Architects
- Engineers
- General Contractors
- Sub Contractors

Additional large market for specialized, digital, color graphics, similar to large-format b&w printing, and includes customers in:
- Retail
- Hospitality
- Signage
- Environmental graphics

Value Add:
- Simplify a complicated workflow
- Provide documents in print, digital, or cloud-based app
- Support with professional services
- Global service center network for production

Percent of Revenue:
Gross Margin: 37% - 40%

52%

Historical Revenue

2012 2013 2014 2015 2016 2017 2018 18 Q1 19 Q1

Services & technology (e.g., BIM, SKYSITE, etc.)

10%

B&W Printing (large/small format black & white)

50%

Color Printing (~60% construction, ~40% retail & display)

40%
REVENUE CATEGORY

MPS
managed print service

Addressable market includes a subset of the $14.5 billion global MPS market with a variety of printing and document management needs associated with:

- Corporate offices
- Sales & marketing departments
- Construction job sites
- Field offices
- Engineering firms
- Remote business locations

Value Add: MPS
- Optimize/outsource print environment
- No capital outlay
- ARC software for tracking & rule-based printing
- Equipment agnostic – not tied to a manufacturer
- Leverage service center network

Percent of Revenue:
Gross Margin: 28% - 31%

Historical Revenue

Customer Base:

Enterprise Customers
Typically >100 devices

Locally-served Customers
Typically <5 devices
**Value Add: AIM**
- Digitize hardcopy to reduce storage
- Organize information & add business intelligence
- Provide a searchable hosting platform
- Cloud-based infrastructure & applications

**Addressable market** includes building and facilities managers who make up part of the worldwide $7 billion global records management market, including:
- Engineering and construction
- Commercial real estate
- Education and medical campuses
- Airlines
- Entertainment/sports venues
- Municipalities
- State/Local governments

**Percent of Revenue:**
Gross Margin: 35% - 38%

**Historical Revenue**
- 2012: $11
- 2013: $11
- 2014: $11
- 2015: $13
- 2016: $14
- 2017: $13
- 2018: $13
- 2019 Q1: $2.9
- 2019 Q1: $3.3

**Target Customer Segments:**
- Government: 33%
- Healthcare: 33%
- Education: 33%
Why Invest? Value & Valuation

STRATEGIC EXECUTION: Print sales growth throughout 2018 as technology sales gain traction.

CONTINUING DIVERSIFICATION: Traditional construction printing is 25% of consolidated revenue, relative to 80% in the past.

PRUDENT INVESTING & STRINGENT COST MANAGEMENT: Invest in growing lines of business; cost reductions in underperforming initiatives.

STRONG RISK MANAGEMENT TO PROTECT CAPITAL STRUCTURE: Reduced debt by >$80mm and improved ratios during transition.

CAPITAL ALLOCATION OPTIONS: Cash applied to debt maintains bank relationships, creating options for share repurchases and return of shareholder value; $9mm in share repurchases in 2017; second repurchase authorization issued Q1 2019

STRONG CASH GENERATION & YIELD: Strong cash flow from operations, low interest payments, and virtually no taxes now or in the future due to >$80mm historical NOLs.

VALUATION DISLOCATION: Based on cash generation, increasing EBITDA, stock price represents strong upside and minimal downside.

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>(\Delta)</th>
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<tbody>
<tr>
<td>Net Debt</td>
<td>$181,249</td>
<td>$149,015</td>
<td>$131,934</td>
<td>$116,358</td>
<td>$97,759</td>
<td>-46%</td>
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<tr>
<td>Leverage Ratio*</td>
<td>2.51</td>
<td>2.07</td>
<td>2.12</td>
<td>2.15</td>
<td>1.83</td>
<td>-27%</td>
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<tr>
<td>CFFO</td>
<td>$50,012</td>
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<td>$53,142</td>
<td>$52,370</td>
<td>$54,964</td>
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<tr>
<td>CF Yield</td>
<td>8%</td>
<td>22%</td>
<td>18%</td>
<td>37%</td>
<td>43%</td>
<td>+35 pts</td>
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<tr>
<td>YE Stock Price</td>
<td>$10.22</td>
<td>$4.42</td>
<td>$5.08</td>
<td>$2.55</td>
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<td>-79%</td>
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</table>

* Ratio is based on net debt; inclusive of total debt, ARC’s leverage ratio is 2.4x
ARC’s Current Revenue Mix

FYE 2018

CDIM 52%

MPS 32%

E&S 12%

AIM 4%

Addressing shifting and new markets — digital plans, color printing, facilities

Construction printing is less exposed to cyclical nature of construction, open to market share gains

MPS sales are recurring, contracted revenue that offer strong cross-selling opportunities
Year-over-year revenue improvements throughout 2018 and improving print sales reversed sales trends at FYE.

Healthy Adj. EBITDA despite revenue fluctuation, investments and recent unexpected medical costs.

Demonstrable cost controls leverage revenue at all levels.

Investment levels stabilizing and strategic actions are protecting print sales and growing technology sales.
ARC’s Historical Cash Flows

Maintaining attractive, high free cash flow business model

Cash allocation remains focused on debt reduction to maintain a healthy leverage ratio and low interest rate on our senior debt

More than $80 million in Net Operating Losses (NOL’s) effectively eliminates cash taxes for the next several years
Recent Results: Q1 2019

Financial Highlights:

(All dollar amounts in millions, except EPS)

<table>
<thead>
<tr>
<th></th>
<th>Three Months Ended March 31,</th>
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<tbody>
<tr>
<td></td>
<td>2019</td>
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<tr>
<td>Net Sales</td>
<td>$97.1</td>
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<td>Gross Margin</td>
<td>31.6%</td>
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<td>Net income attributable to ARC</td>
<td>$0.6</td>
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<tr>
<td>Adjusted net income attributable to ARC</td>
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<tr>
<td>Earnings per share - Diluted</td>
<td>$0.01</td>
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<tr>
<td>Adjusted earnings per share - Diluted</td>
<td>$0.01</td>
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<tr>
<td>Cash provided by (used in) operating activities</td>
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<tr>
<td>EBITDA</td>
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<tr>
<td>Adjusted EBITDA</td>
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<tr>
<td>Capital Expenditures</td>
<td>$3.2</td>
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<tr>
<td>Debt &amp; Finance Leases (including current), net of unamortized deferred financing fees</td>
<td>$121.3</td>
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### 2018 Key Metrics

- **Revenue:** $400.8mm  
- **Gross Margin:** 32.6%  
- **Adj. EPS:** $0.19  
- **Adj. EBITDA:** $53.4mm  
- **CF from Ops:** $55mm  
- **CapEx:** $14.9mm  
- **Shares O/S:** 45,050,000

### 2019 Annual Guidance

- **Earnings Per Share:** $0.17 - $0.22  
- **Cash from Operations:** $47mm - $52mm  
- **EBITDA:** $52mm - $57mm