

3Q 2022

Earnings Conference Call

October 24, 2022



Disclosures

Forward Looking Statements

Statements contained in this conference call with respect to the future are forward-looking statements. These statements reflect management's reasonable judgment with respect to future events. Forward-looking statements involve risks and uncertainties. Actual results could differ materially from those anticipated as a result of various factors, including cyclical or other downturns in demand, significant pricing competition, unanticipated additions to industry capacity, changes in the Jones Act or in U.S. maritime policy and practice, fuel costs, interest rates, weather conditions and timing, magnitude and number of acquisitions made by Kirby, and the impact of the COVID-19 pandemic and the related response of governments on global and regional market conditions. Forward-looking statements are based on currently available information and Kirby assumes no obligation to update any such statements. A list of additional risk factors can be found in Kirby's annual report on Form 10-K for the year ended December 31, 2021.

Non-GAAP Financial Measures

This conference call may refer to certain non-GAAP or adjusted financial measures. Kirby uses certain non-GAAP financial measures to review performance including: Adjusted EBITDA; operating income (excluding one-time items); earnings before taxes on income (excluding one-time items); net earnings attributable to Kirby (excluding one-time items); and diluted earnings per share (excluding one-time items). Management believes that the exclusion of certain one-time items from these financial measures enables it and investors to assess and understand operating performance, especially when comparing those results with previous and subsequent periods or forecasting performance for future periods, primarily because management views the excluded items to be outside of the company's normal operating results. Kirby also uses free cash flow, which is defined as net cash provided by operating activities less capital expenditures, to assess and forecast cash flow and to provide additional disclosures on the Company's liquidity as a result of uncertainty surrounding the impact of the COVID-19 pandemic on global and regional market conditions. Free cash flow does not imply the amount of residual cash flow available for discretionary expenditures as it excludes mandatory debt service requirements and other non-discretionary expenditures. These non-GAAP financial measures are not calculations based on generally accepted accounting principles and should not be considered as an alternative to, but should only be considered in conjunction with Kirby's GAAP financial information. Reconciliations of the non-GAAP financial measures to the most directly comparable GAAP financial measures are included in our earnings press release, and are also available on our website at www.kirbycorp.com in the Investor Relations section under Financials.



3Q 2022 Overview

Financial Summary

\$ millions except earnings per share	3Q 2022	3Q 2021	Variance	%	2Q 2022	Variance	%
Revenues	\$ 745.8	\$ 598.9	\$ 146.9	25%	\$ 698.0	\$ 47.8	7%
Operating income	58.9	(316.9)	375.8	119%	46.5	12.4	27%
Net earnings attributable to Kirby	39.1	(264.7)	303.8	115%	28.5	10.6	37%
Earnings per share	0.65	(4.41)	5.06	115%	0.47	0.18	38%
Excluding one-time items:							
Operating income ^{1,2}	58.9	23.8	35.1	147%	48.0	10.9	23%
Net earnings attributable to Kirby ^{1,2}	39.1	10.3	28.8	280%	29.8	9.3	31%
Earnings per share ^{1,2}	0.65	0.17	0.48	282%	0.49	0.16	33%

- Results reflected strong market fundamentals in marine transportation and distribution and services
- Marine transportation margins impacted by ongoing inflationary pressures
 - Higher costs expected to gradually be recovered as term contracts and escalators reset in the fourth quarter and into 2023
- Supply chain constraints delayed sales in distribution and services
- Cost inflation remained a headwind to margins for both marine transportation and distribution and services

Note: For more information, see the Reconciliation of GAAP to Non-GAAP Financial Measures Excluding One-Time Items on Kirby's website at www.kirbycorp.com in the Investor Relations section under Financials.

1 Second quarter 2022 operating income, net earnings attributable to Kirby and earnings per share exclude one-time non-recurring items related to severance expenses

2 Third quarter 2021 operating income, net earnings attributable to Kirby, and earnings per share exclude third quarter impairments of long-lived assets and goodwill related to coastal marine transportation totaling \$340.7 million before-tax, \$275.0 million after-tax, or \$4.58 per share.

Marine Transportation – 3Q Overview

Market fundamentals improving, but rising fuel costs and inflation impacted margins

Inland

- Strong market conditions
 - Spot market rates increased sequentially and year-over-year
 - Term contracts renewed higher
- Tight market conditions with barge utilization in the low 90% range
- 3Q operating margins improved to low double digits

Coastal

- Market conditions were modestly improved
- Barge utilization in the low to mid-90% range
- Improved coal shipments in the dry cargo business
- 3Q operating margins improved to low-to-mid single digits



Distribution & Services – 3Q Overview

Strong markets drive sequential and year-on-year growth in revenue and operating margin; supply chain headwinds continued

Oil and Gas

- Continued favorable commodity prices with increased rig count and completions activity
- Strong demand for new transmissions and parts in distribution
- Growing manufacturing backlog with new orders for environmentally friendly pressure pumping and power generation equipment
- Supply chain issues delayed new equipment deliveries in manufacturing



Commercial and Industrial

- Solid demand across the commercial and industrial market
- Sequential and year-over-year growth in marine repair and on-highway
- Supply chain delays remained a headwind to growth

Marine Transportation

3Q 2022 Financial Summary

\$ millions	3Q 2022	3Q 2021	Variance	%	2Q 2022	Variance	%
Revenue	\$ 433.0	\$ 338.5	\$ 94.5	28%	\$ 405.7	\$ 27.3	7%
Operating income	41.7	16.9	24.8	147%	30.8	10.9	35%
Operating margin	9.6%	5.0%	4.6%		7.6%	2.0%	

■ Inland

- Contributed 80% of marine transportation revenues with average barge utilization in low 90% range
- Term contracts represented ~60% of revenue with ~56% attributed to time charters
- Spot market rates increased in the high single digits sequentially and mid 20% range year-over-year
- Term contracts renewed up on average in the low-teens compared to a year ago
- Operating margin in low double digits with ongoing inflationary cost pressures

■ Coastal

- Contributed 20% of marine transportation revenues with average barge utilization in the low to mid-90% range
- Term contracts represented ~65% of revenue with ~90% attributed to time charters
- Term contract rates increased ~20% year-over-year and spot market rates increased in the high-single digits sequentially
- Operating margin in the low-to-mid single digits



Barge Construction and Retirements

3Q 2022 Update and FY 2022 Outlook

Inland	3Q 2022		FY 2022 (estimated)	
(barrels in millions)	Barges	Barrels	Barges	Barrels
Beginning of period	1,034	23.0	1,025	22.9
Additions:				
Reactivations	1	0.0	16	0.3
Reductions:				
Retirements	-	-	-	-
End of period	1,035	23.0	1,041	23.2

Coastal	3Q 2022		FY 2022 (estimated)	
(barrels in millions)	Barges	Barrels	Barges	Barrels
Beginning of period	30	3.1	31	3.1
Reductions:				
Retirements	(1)	(0.1)	(3)	(0.2)
End of period	29	3.0	28	2.9

Distribution & Services

3Q 2022 Financial Summary

\$ millions	3Q 2022	3Q 2021	Variance	%	2Q 2022	Variance	%
Revenue	\$ 312.8	\$ 260.4	\$ 52.4	20%	\$ 292.3	\$ 20.5	7%
Operating income	22.3	11.0	11.3	103%	16.7	5.6	34%
Operating margin	7.1%	4.2%	2.9%		5.7%	1.4%	

Oil and Gas

- Revenues up 37% year-on-year and 13% sequentially due to increased demand for transmissions and parts in distribution, as well as increased manufacturing orders and deliveries of environmentally friendly pressure pumping and e-frac power generation equipment
- Represented 47% of segment revenue
- Operating margin in the mid-single digits

Commercial and Industrial

- Revenues up 8% year-on-year and 2% sequentially with strong demand in marine repair and on-highway
- Supply chain delays remain headwind to growth
- Represented 53% of segment revenue
- Operating margin in the high-single digits



Balance Sheet, Capital Expenditures, and Liquidity

As of September 30, 2022

Total
Debt

\$1.1B

Cash and
Cash Equivalents

\$37M

Available
Liquidity

\$521M

3Q 2022 Results

- Net cash provided by operating activities: \$66 million
- Proceeds from sales of retired marine assets: \$10 million
- Capital expenditures: \$41 million
- Debt reduction: ~\$18 million

2022 Guidance

- 2022 cash flow from operations: \$390 million to \$450 million
- 2022 capital expenditures: \$170 to \$190 million
- Near term working capital build more than expected but look to recover in fourth quarter and into 2023

Free cash flow* generation of \$200 to \$280 million expected in 2022

* Free cash flow is defined as net cash provided by operating activities less capital expenditures



3Q 2022 Earnings



United Holdings



Marine Transportation – 4Q 2022 Outlook

A strong inland barge market is expected to drive improved financial results

▪ Inland

- Strong market fundamentals driven by favorable refinery and chemical plant utilization, increased volumes, and minimal new barge construction
- Barge utilization expected to remain above 90%
- Increase in delay days due to normal seasonal conditions and record low water on Mississippi River
- Improved spot market dynamics and pricing expected to continue
- Term contracts are expected to continue to reset higher reflecting improved market conditions
- Full year 2022 revenue growth of 20% to 25%
- In the absence of further inflationary headwinds, near-term operating margins expected to be in the low-to-mid teens with gradual improvement as we move into 2023

▪ Coastal

- Market expected to modestly improve going forward but remain challenged by underutilized industry capacity
- Barge utilization expected to be in the low to mid-90% range
- Full year revenues are expected to be flat to up low single digits due Hawaii exit and flat coal shipments
- Increased shipyard activity expected to continue through 4Q
- Operating margins expected to remain in the low to mid-single digits

Distribution & Services – 4Q 2022 Outlook

Anticipate strong markets will lead to material growth in revenue and operating income

- **Oil and Gas**

- Favorable oil prices expected to drive continued improvement in U.S. rig and frac activity
- Seeing steady demand for new transmissions, parts, and service
- Strong manufacturing backlog driven by increased demand for new environmentally friendly equipment
- Supply chain issues expected to continue and contribute to some equipment deliveries shifting possibly into 2023
- Expected to be ~50% of segment revenues

- **Commercial and Industrial**

- Expect strong markets and revenue growth for on-highway, power generation, and marine repair
- Full year revenue growth in the low double digit percentage range
- Expected to be ~50% of segment revenues

- **Segment Outlook**

- Full year 2022 revenue growth of 25% to 30%
- Operating margins expected to be in the mid to high-single digits by end of 2022



