



Investor Presentation

NYSE: KEX

May 2023

Forward Looking Statements

Non-GAAP Financial Measures

Statements contained in this press release 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 adverse economic conditions, industry competition and other competitive factors, adverse weather conditions such as high water, low water, tropical storms, hurricanes, tsunamis, fog and ice, tornados, COVID-19 or other pandemics, marine accidents, lock delays, fuel costs, interest rates, construction of new equipment by competitors, government and environmental laws and regulations, and the timing, magnitude and number of acquisitions made by the Company. 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, 2022.

Kirby reports its financial results in accordance with generally accepted accounting principles (GAAP). However, Kirby believes that certain Non-GAAP financial measures are useful in managing Kirby's businesses and evaluating Kirby's performance. This presentation contains Non-GAAP financial measures including: 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, and free cash flow. Please see the Appendix for a reconciliation of GAAP to Non-GAAP financial measures.



Company Overview

Marine Transportation

The largest inland and coastwise tank barge fleets in the United States

- 40 successful acquisitions
- 1,043 inland tank barges and 282 towboats*
 - ~55% of inland revenues under term contracts, of which approximately 60% were time charters in Q1 2023
- 29 coastal tank barges and 25 tugboats*
 - ~75% of coastal revenues under term contracts, of which approximately 90% were time charters in Q1 2023

**58% of 2022 revenues
or \$1,617 million**



Distribution and Services

Nationwide service provider and distributor of engines, transmissions, parts, industrial equipment, oilfield service equipment and electrical power generation equipment

- 22 successful acquisitions
- Manufacturer, remanufacturer and service provider of oilfield service equipment
- Manufacturer of electric power generation equipment, distribution and control equipment, and energy storage/battery systems
- Provider of rental equipment including generators, material-handling equipment, pumps, compressors, and refrigeration trailers for use in a variety of industrial markets

**42% of 2022 revenues
or \$1,168 million**

Return on Capital Driven Investment Decisions



* Barge and boat counts for the quarter ended March 31, 2023



Why Invest in Kirby?



- Proven track record of success over the long-term
- Two strong franchises
 - Marine Transportation
 - Distribution and Services
- Purpose-built management team with decades of relevant experience in both core businesses
- Disciplined financial management
 - Investment-grade balance sheet
 - Countercyclical investing followed by deleveraging
- Balanced approach to capital allocation
 - Return on capital driven investment decisions
 - Proven acquisition strategy
 - Strong record of cash flow generation
- Significant increase in long-term earnings potential
 - Expect all businesses to deliver substantially improved financial results in 2023

Public Market Information

NYSE: KEX

Share Price on May 1, 2023	\$70.74
Shares Outstanding as of March 31, 2023	60.0 MM
Market Capitalization	\$4,357 MM
Net Debt* as of March 31, 2023	\$1,053 MM
Enterprise Value	\$5,410 MM



* Net debt = Total debt less cash and cash equivalents



Marine Transportation Acquisitions

Through consolidating acquisitions, Kirby is the nation's premier tank barge company with a young and efficient fleet

Date	Tank Barges	Description
1986	5	Alliance Marine
1989	35	Alamo Inland Marine Co.
1989	53	Brent Towing Company
1991	3	International Barge Lines, Inc.
1992	38	Sabine Towing & Transportation Co.
1992	26	Ole Man River Towing, Inc.
1992	29	Scott Chotin, Inc.
1992	*	South Texas Towing
1993	72	TPT, Division of Ashland
1993	*	Guidry Enterprises
1993	53	Chotin Transportation Company
1994	96	Dow Chemical (transportation assets)
1999	270	Hollywood Marine, Inc. – Stellman, Alamo, Ellis Towing, Arthur Smith, Koch Ellis, Mapco
2002	15	Cargo Carriers
2002	64	Coastal Towing, Inc. (barge management agreement for 54 barges)
2002	94	Dow/Union Carbide (transportation assets)
2003	64	SeaRiver Maritime (ExxonMobil)
2005	10	American Commercial Lines (black oil fleet)

Date	Tank Barges	Description
2006	*	Capital Towing
2007	37	Coastal Towing, Inc
2007	11	Midland Marine Corporation (operated as leased barges)
2008	6	OFS Marine One (operated as leased barges)
2011	*	Kinder Morgan (Greens Bayou fleet)
2011	21	Enterprise Marine (ship bunkering)
2011	58	K-Sea Transportation (coastal operator)
2011	3	Seaboats, Inc. (coastal transportation assets)
2012	17	Lyondell Chemical Co. (transportation assets)
2012	10	Allied Transportation Co. (coastal transportation assets)
2012	18	Penn Maritime Inc. (coastal operator)
2015	6	Martin Midstream Partners (pressure barges)
2016	27	SEACOR Holdings Inc. (inland barge assets)
2016	4	Hollywood/Texas Olefins, Ltd. ("TPC")
2017	13	Undisclosed (9 pressure and 4 clean barges)
2018	163	Higman Marine, Inc.
2018	45	Targa pressure barges (16), CGBM (27) and Undisclosed (2)
2019	63	Cenac Marine transportation assets, Black Lake Fleet
2020	92	Savage Inland Marine transportation assets
2020	6	Undisclosed (6 pressure barges)



Shipper Owned (Red)

Independent (Green)

* Towboats Only



Distribution and Services Expansions

Kirby's distribution and services business is one of the nation's leading service providers and distributors of engines, transmissions, parts, industrial equipment, oilfield service equipment, and electrical power generation equipment

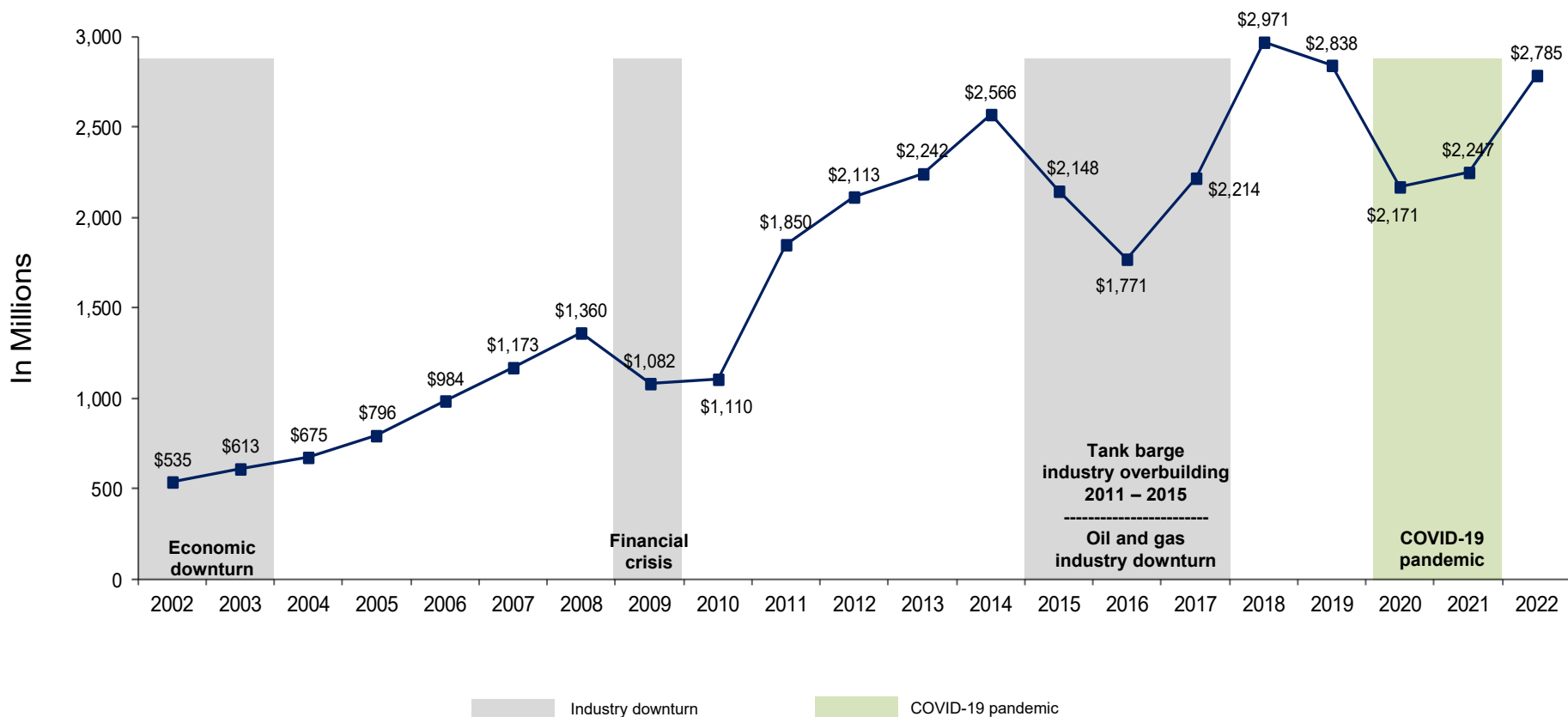
Acquisitions	
1987	National Marine
1991	Ewing Diesel
1995	Percle Enterprises
1996	MKW Power Systems
1997	Crowley (Power Assembly Shop)
2000	West Kentucky Machine Shop
2000	Powerway
2004	Walker Paducah Corp.
2005	TECO (Diesel Services Division)
2006	Global Power Holding Company
2006	Marine Engine Specialists
2007	NAK Engineering (Nordberg Engines)
2007	P&S Diesel Service
2007	Saunders Engine & Equipment Company
2008	Lake Charles Diesel, Inc.
2011	United Holdings LLC
2012	Flag Services & Maintenance, Inc.
2016	Valley Power Systems, Inc.
2017	Stewart & Stevenson LLC
2020	Convoy Servicing Company
2021	Energy storage systems company (name undisclosed)
2022	Gear repair company (name undisclosed)

Internal Growth	
1989	Midwest
1992	Seattle
2000	Cooper Nuclear



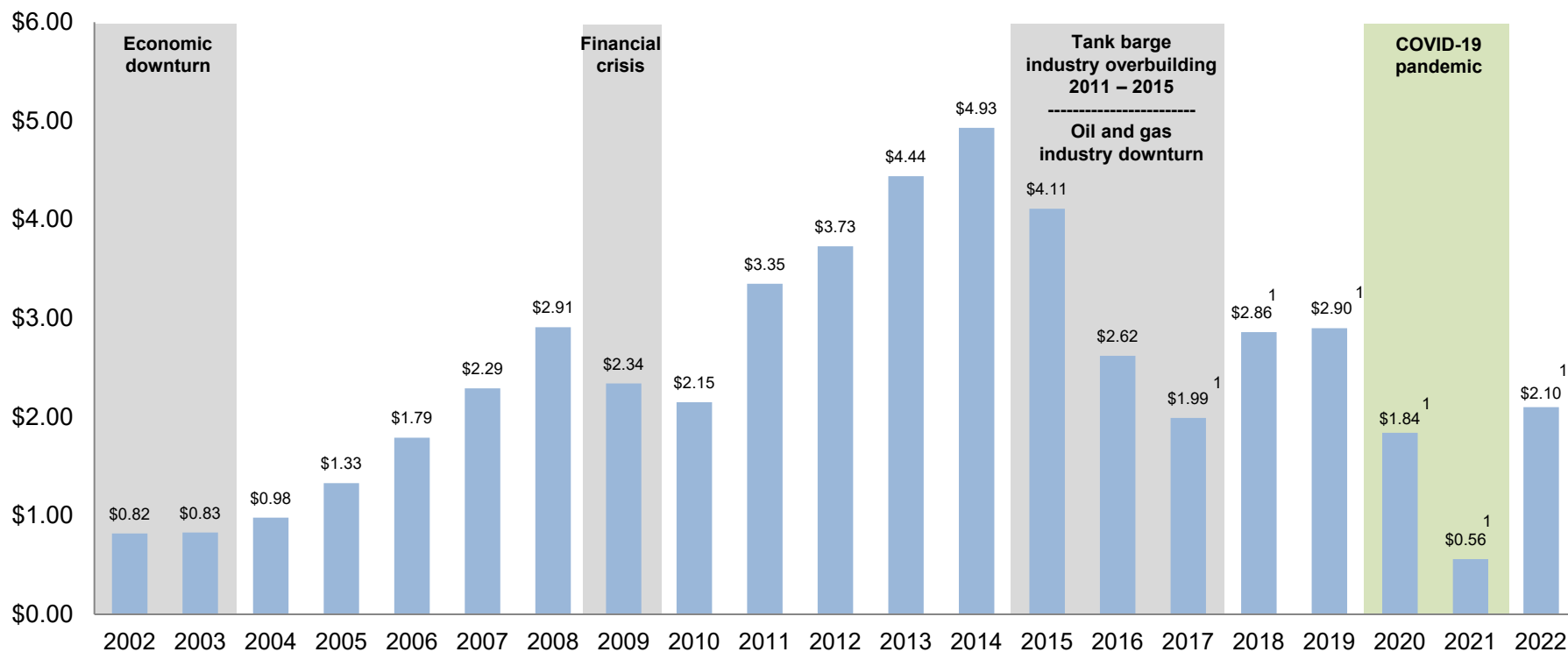
Historical Revenue Growth

Marine Transportation and Distribution and Services Revenue from Continuing Operations



Historical EPS Growth

Earnings Per Share, Excluding One-Time Items



Earnings per share have been revised to reflect 2-for-1 stock split effective May 31, 2006

⁽¹⁾ 2017 – 2022 earnings per share exclude one-time charges and benefits. For more information, see the Reconciliation of GAAP to Non-GAAP Financial Measures Excluding One-Time Items in the Appendix of this investor presentation.

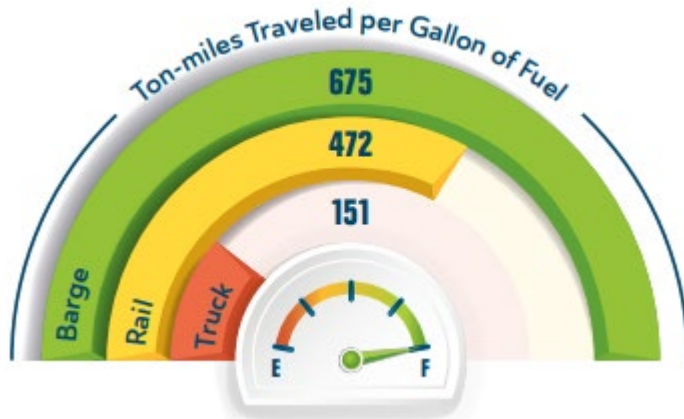
Industry downturn

COVID-19 pandemic

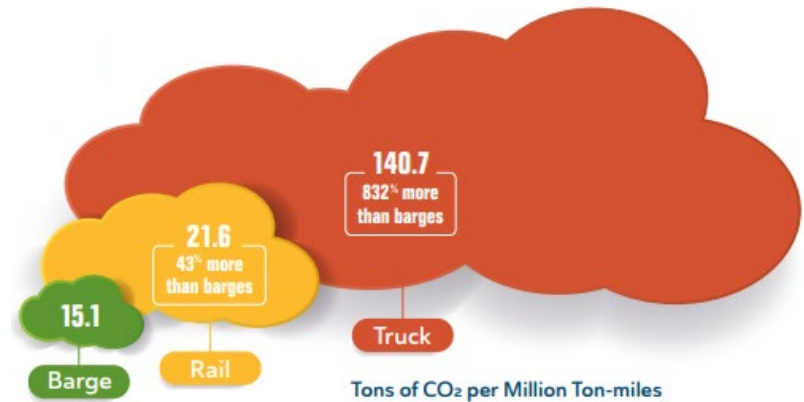


Marine transportation is the cleanest, safest, and most efficient mode of surface transportation

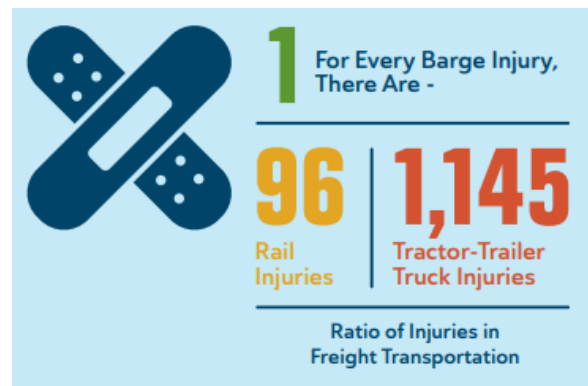
Marine Transportation has far fewer impacts on the population than truck or rail



Barges are more fuel efficient



Barges are better for the environment



Barges are safer

Strong Emphasis on Safety

- 99.95% Safe Watches* in 2022
- Safety is the first and foremost concern in everything we do
- All employees have safe work responsibility
- The Board of Directors regularly reviews the safety performance of the organization
- Investing in safe operations is good for morale and benefits financial performance
- NO HARM flags awarded to all towboats, tugboats and facilities with zero incidents
- Kirby has the only inland marine U.S. Coast Guard approved training center
 - Company-owned and operated
 - In-house towboat wheelhouse simulator
 - Provides ready group of trained mariners



ZERO INCIDENTS

NO to people
HARM to the environment
to equipment



* A Safe Watch is defined as “No Harm” to people, the environment, or equipment during a six-hour period on a Kirby marine vessel.





ESG HIGHLIGHTS

99.95%
SAFE WATCHES



ESG Disclosures Update:

TCFD

(Taskforce on Climate-related Financial Disclosures)

**Marine Transportation
Scenario Analysis
Adoption**

472.1 million
barrels of cargo
transported
WITH ONLY
12 gallons spilled to
water

7,500+

Marine Training
Certificates

ISSUED
In the last 5 years




Kirby Inland Marine

14%



Y-o-Y Decrease

**In Total Recordable
Injury Rates**

40% 
Reduction
TARGET OF
CO2e Emissions
per Barrel of Capacity
By 2040

**Emissions Data
Dashboard Project
Adoption**



1st inland marine
transportation company to
own and operate a

**Diesel-electric
hybrid towboat**
in the United States



**Kirby Disaster Relief Fund
Raised:**

~\$870,000

**~300 employees
received assistance
during the last 2 years**

DIVERSITY



36%



**Diverse Directors
ON THE BOARD**

EMPLOYEES:

White – 67%
African American – 12%
Hispanic – 16%
Other – 5%

COMPANY PRIDE / ENGAGEMENT

85%



**Of employees indicated they
are PROUD
to work for Kirby**

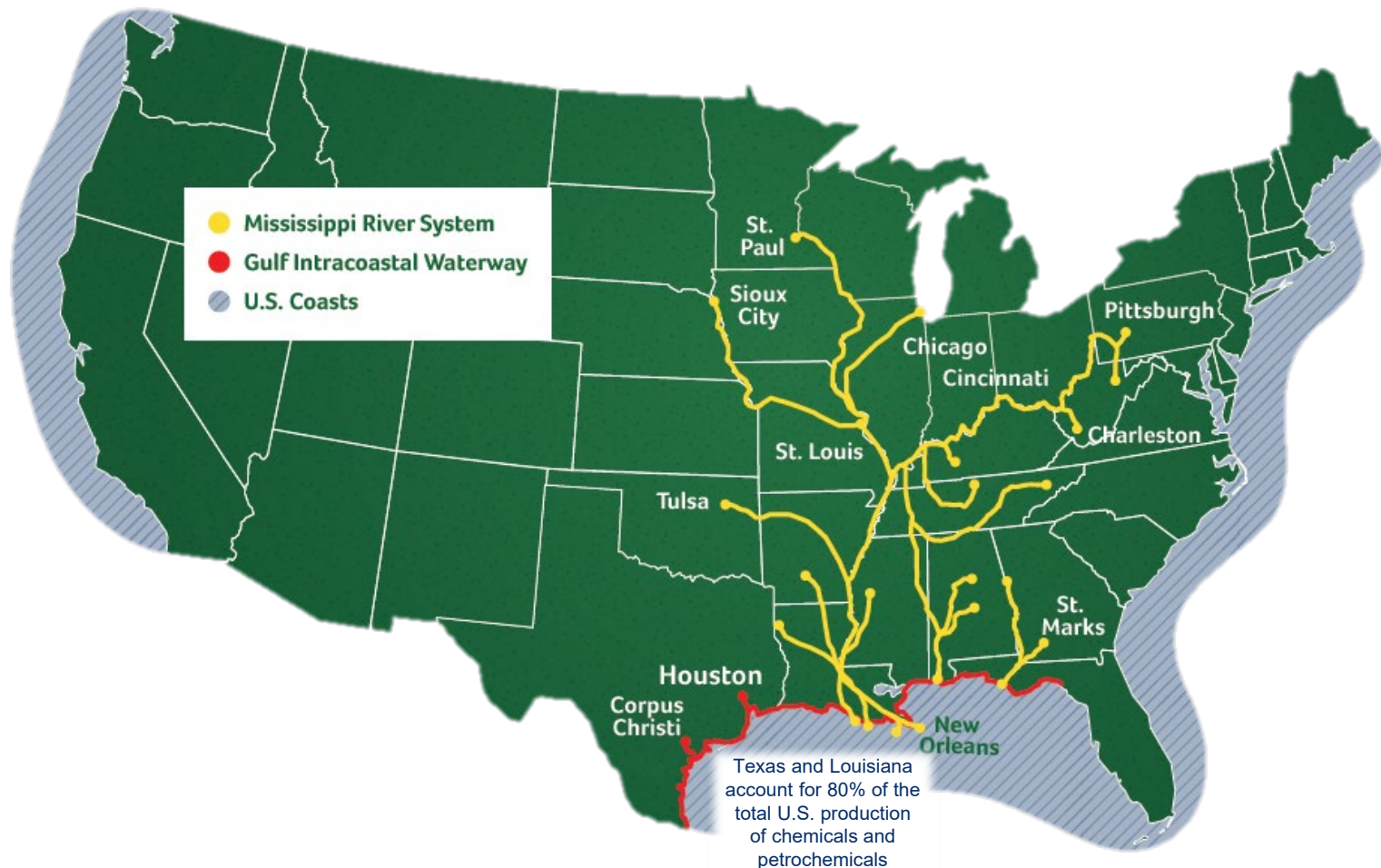
**Company Culture
Survey Results**

Marine Transportation



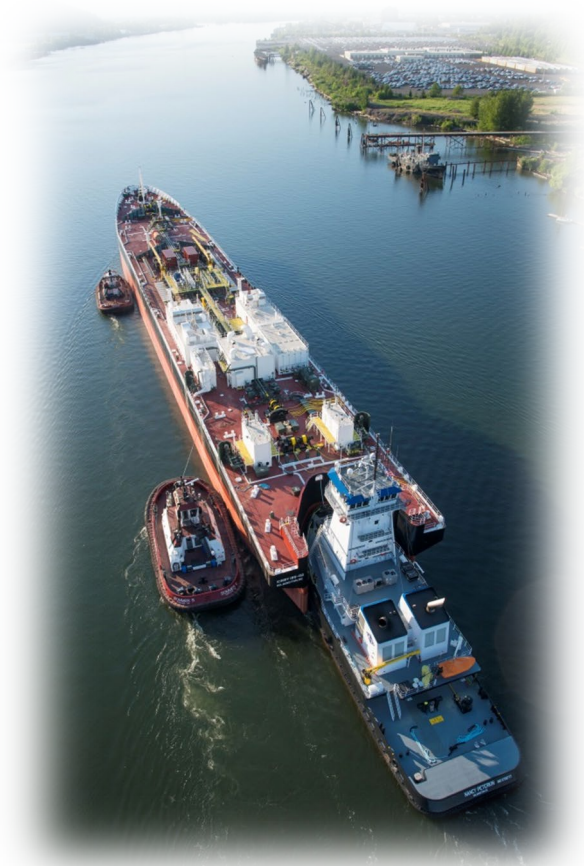
Waterways are a Crucial Link between U.S & Global Trade

Kirby operates on 12,000 miles of navigable US waterways



Industry Leader Well Positioned for Continued Growth

- The U.S. barge industry serves the inland waterways and U.S. coastal ports
- Kirby is principally in the liquid cargo transportation business
 - Inland share (barge count): **26%***
 - Coastal share (capacity): **16%****
- No competition from foreign companies due to a U.S. law known as the Jones Act
- Barges are mobile, carry wide range of cargoes and service different geographic markets
- Water transportation plays a vital role in the U.S. economy
- Barges are an environmentally friendly mode of transportation



* Kirby share as of March 31, 2023

** Barges with 195K bbl. of capacity or less



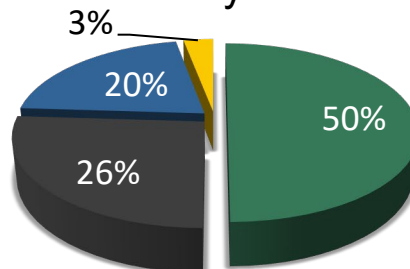
United Holdings











Marine Transportation Demand Drivers

Inland & Offshore Drivers

Revenue by Product¹

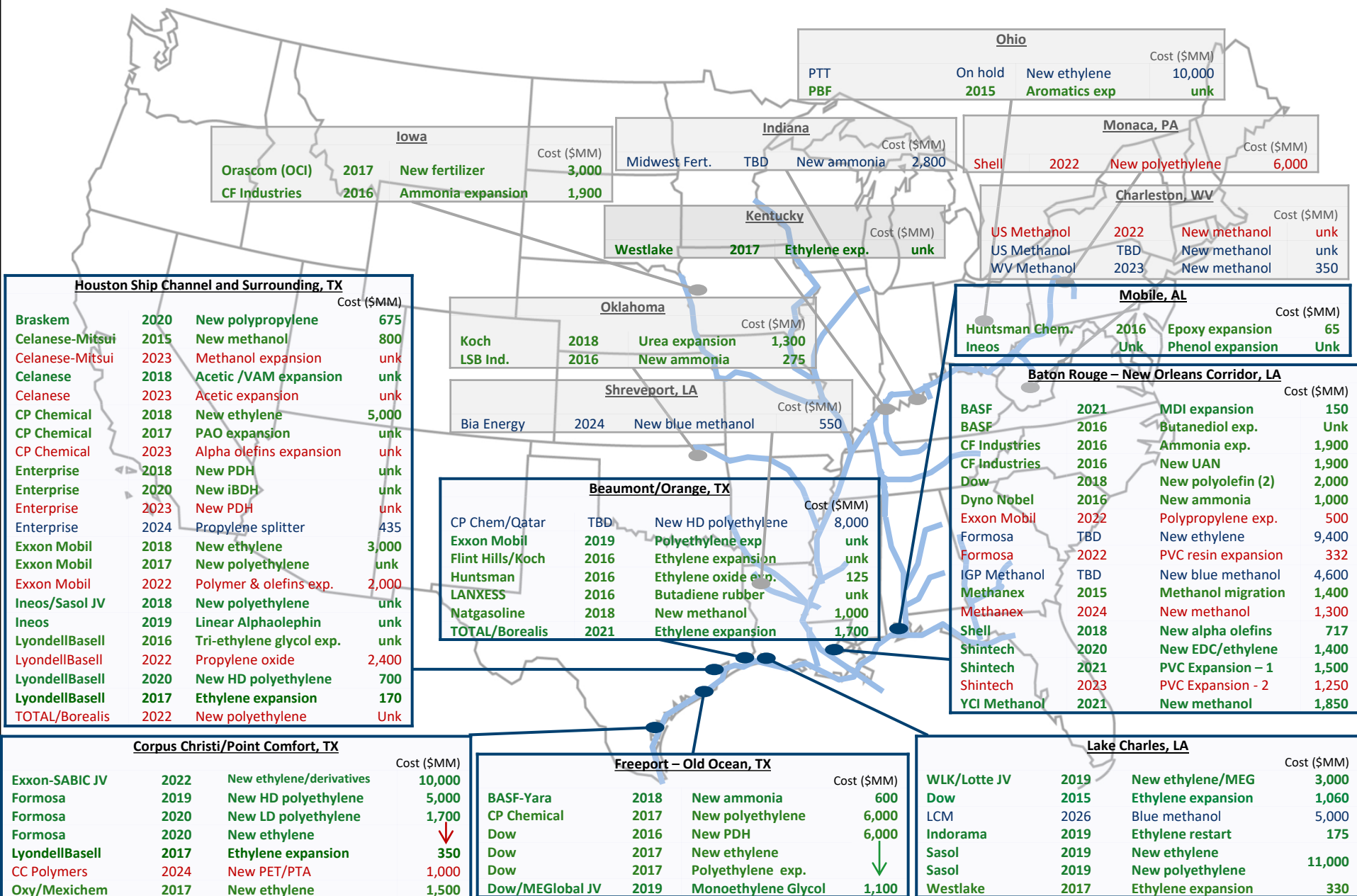


- Petrochemicals and Chemicals
- Black Oil
- Refined Petroleum Products
- Agricultural Chemicals

Markets and Products Moved	Products	Drivers
 Petrochemicals and Chemicals	Benzene, Styrene, Methanol, Naphtha, Acrylonitrile, Xylene, Caustic Soda, Butadiene, Propylene	 <ul style="list-style-type: none"> ■ Consumer Durables ■ Consumer Non-Durables
 Black Oil	Residual Fuel Oil, Coker Feedstock, Vacuum Gas Oil, Asphalt, Carbon Black Feedstock, Crude Oil, Natural Gas Condensate, Ship Bunkers	 Fuel for Power Plants and Ships, Feedstock for Refineries, Road Construction
 Refined Petroleum Products	Gasoline, No. 2 Oil (Heating Oil, Diesel Fuel), Jet Fuel, Ethanol	 Vehicle Usage, Air Travel, Weather, Refinery Utilization
 Agricultural Chemicals	Anhydrous Ammonia, Nitrogen-based Liquid Fertilizer, Industrial Ammonia	 Corn, Cotton, Wheat Production, Chemical Feedstocks

⁽¹⁾ For the three months ended March 31, 2023

\$150+ Billion of U.S. Petrochemical Investments*



*Notes: Date reflects anticipated year in-service, blue font reflects announced projects, red font reflects construction in progress, green font reflects on-line, unk=unknown

Sources: Company announcements, Kirby Corp.

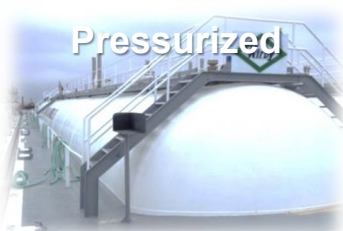
Common Products Moved on the Waterways



Black Oil

Product List:

- Crude Oil
- Asphalt
- Fuel Oil
- Carbon Black
- Vacuum Gas Oil
- Vacuum Tower Bottoms
- Bunker Fuel
- Residual Fuel
- Etc.



Pressurized

Product List:

- LPG
- Propane
- Butadiene
- Isobutane
- Propylene
- Ethylene
- Butane
- Raffinate
- Natural Gasoline
- Etc.



Petrochemicals

Product List:

- Methanol
- Ethanol
- Reformate
- Naphtha
- Ethylene
- Propylene Oxide
- Monoethylene Glycol
- Vinyl Acetate Monomer
- Benzene
- Ethyl Benzene
- Toluene
- Xylene
- Paraxylene
- Styrene
- Caustic Soda
- Acrylonitrile
- Etc.



Refined Products

Product List:

- Kerosene/Jet Fuel
- Gasoline
- No. 2 Oil
 - Diesel Oil
 - Heating Oil
- Lube Oil
- Etc.



Agriculture

Product List:

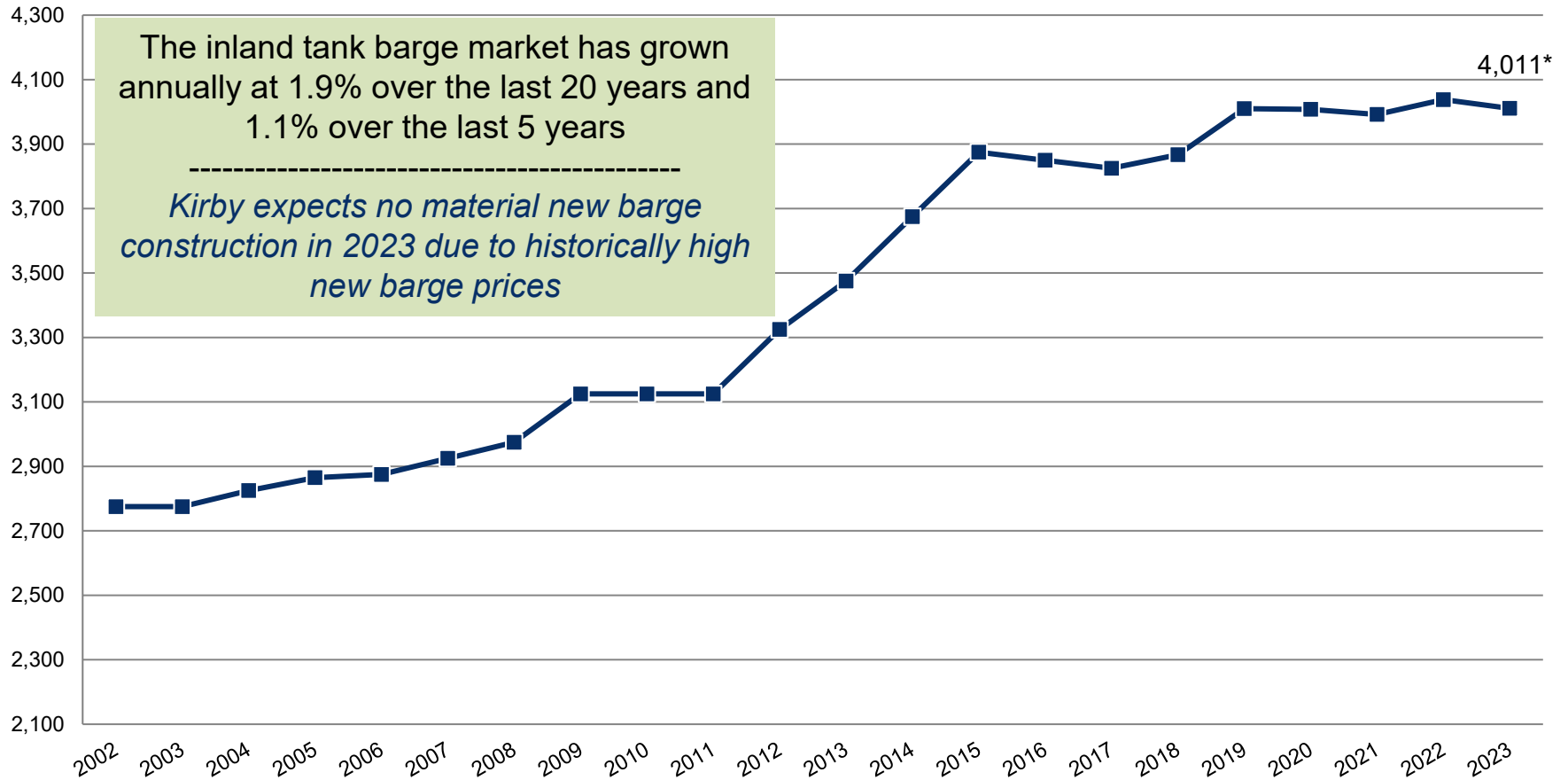
- Ammonia
- Ammonium Thiosulfate
- Urea Ammonium Nitrate (UAN)
- Etc.

Inland Market



Number of Inland Tank Barges

Inland barge market: Estimated for the years 2002 through 2022



* Barge count estimated as of March 31, 2023

Sources: Current Data, LLC (currentdata.net) - Adjusted as of March 31, 2023



Flexible Fleet Size Keeps Utilization High

Better asset utilization through scale advantages

Tank Barge Fleet

- Large fleet facilitates better asset utilization
 - More backhaul opportunities
 - Faster barge turnarounds
 - Diversity of barge products and spot opportunities
 - Less cleaning



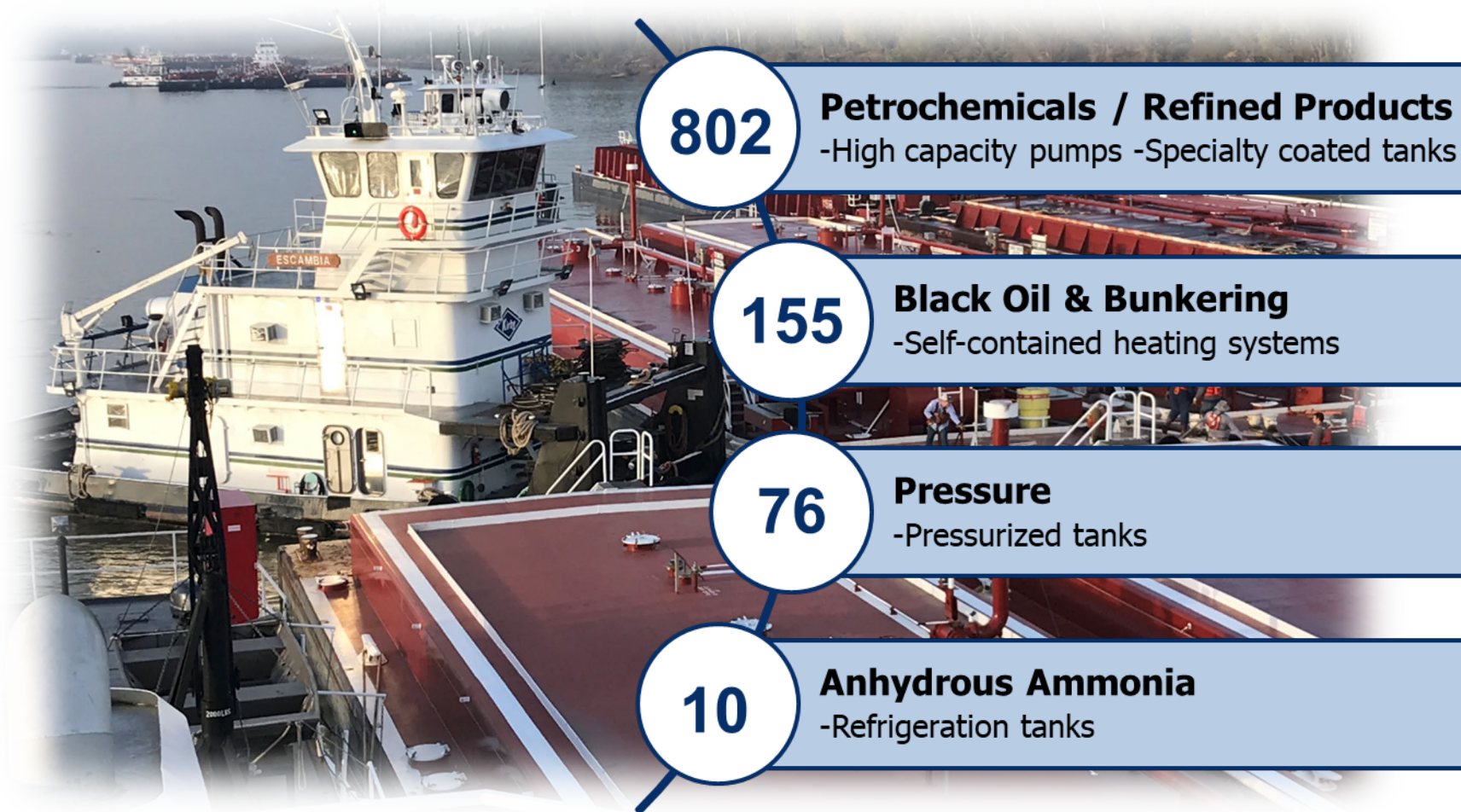
Towboat Fleet

- Operating 282 towboats*
- Chartered towboats used to flex horsepower with demand
 - Provides ability to address increased activity in a cost effective manner



* Towboat count represents the average for the quarter ended March 31, 2023

Kirby Inland Fleet by Barge Type*



* Barge counts as of March 31, 2023

Inland Barge Fleet by Operator

Shipper Owned Independent	Tank Barges Operated	Dry Cargo Barges Operated
Kirby Corporation*	1,043	-
American Commercial Lines LLC.	389	3,040
Canal Barge Company	364	368
MPLX ("Hardin St. Marine")	298	-
Florida Marine	294	288
Ingram Barge Company	287	3,879
Southern Towing / Devall Barge Line	229	-
Blessey Marine Services	157	-
Enterprise Products Partners	154	-
Magnolia Marine Transport Co.	101	-
LeBeouf Brothers Towing Co.	91	-
Westlake Vinyl/PPG	89	-
Genesis Energy, L.P.	82	-
American River Transportation Co.	80	1,813
Golding Barge Lines, Inc.	65	-
Campbell Transportation Company	51	110

Shipper Owned Independent	Tank Barges Operated	Dry Cargo Barges Operated
Chem Carriers, Inc.	49	-
John W. Stone Oil	40	-
Buffalo Marine Service, Inc.	36	-
Central Boat Rentals, Inc.	29	-
Martin Midstream Partners	26	-
Parker Towing Company	17	386
Olin Corporation (Blue Cube)	16	-
River City Towing Services	11	-
Apex Towing Company	9	-
Highland Marine	4	-
Other	-	8,567
TOTAL	4,011	18,451

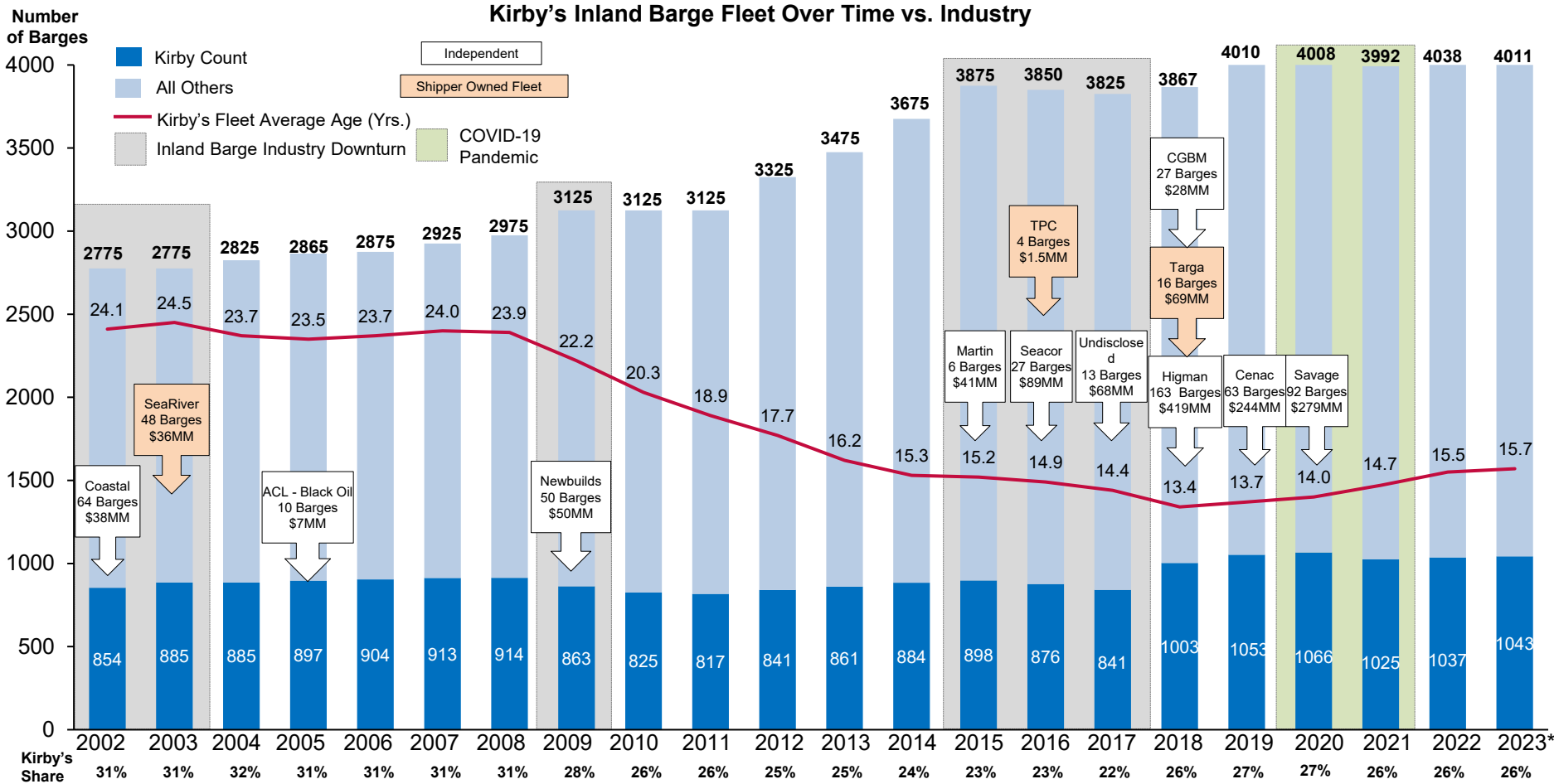
* Kirby tank barges as of March 31, 2023

Sources: Tank Barge – Current Data, LLC (currentdata.net) - Adjusted; Dry Cargo – IHS Markit Barge Fleet Profile - May 2022



Kirby Growth and Asset Replacement Strategy Based on Counter Cyclical Acquisitions

Kirby is focused on growth while replenishing and reducing the age of its inland barge fleet through asset acquisitions vs. newbuilds



- Kirby tank barges, share, and average age as of March 31, 2023
- Source: Industry tank barge count – Current Data, LLC (currentdata.net) – Adjusted as of March 31, 2023



Kirby Inland Marine – Increase in Earnings Potential

	2017	2023*	Change	
Number of Inland Barges	841	1,043	+24%	▲
Inland Bbl Capacity (MM Bbls)	17.3	23.2	+34%	▲
Inland Average Barge Age	14.4	15.7	1.3 years	

- Significant growth while improving asset quality
 - Increase in operational scale

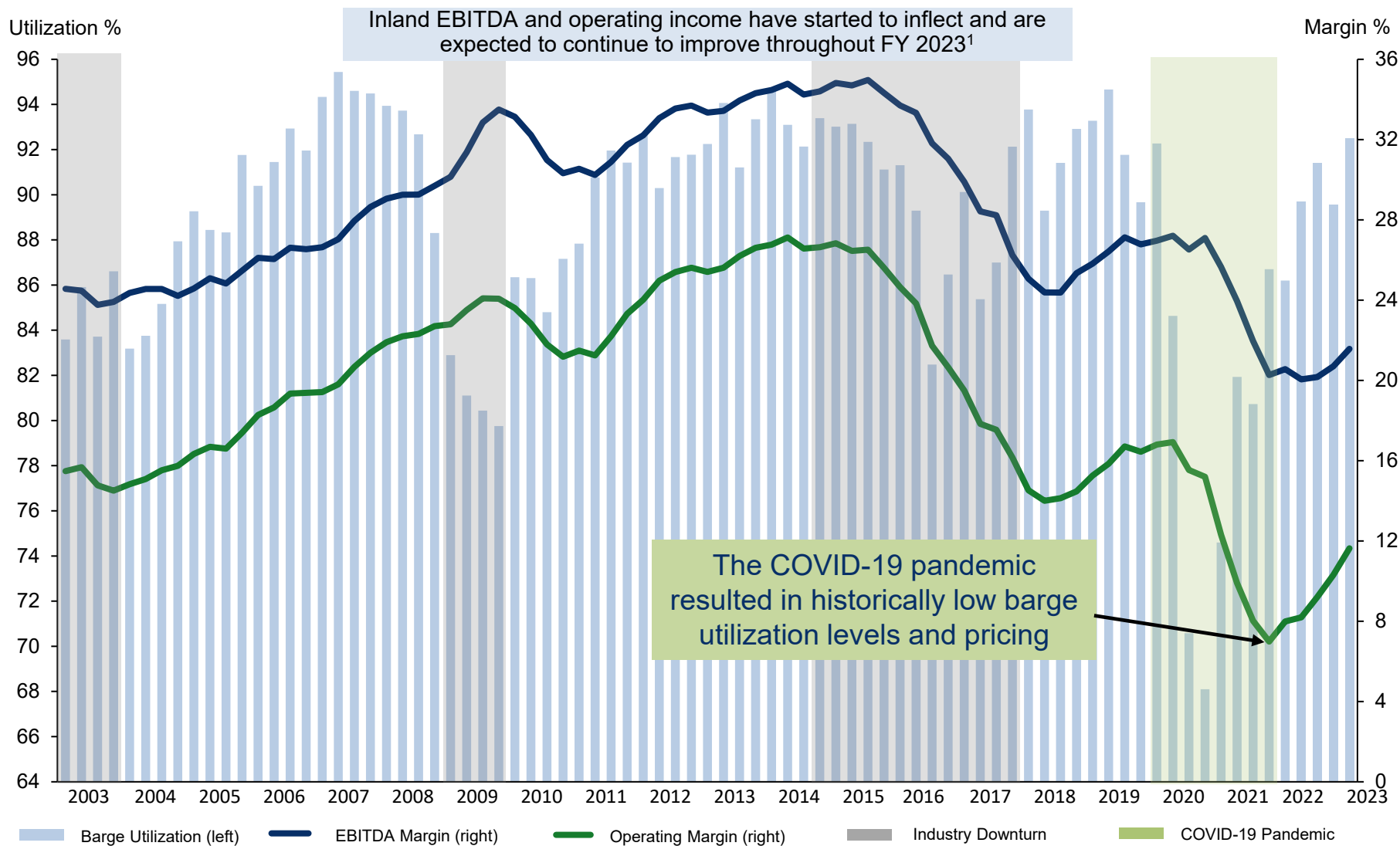


* Barge count as of March 31, 2023



Inland Barge Utilization Recovering from COVID Lows

Margins historically lag barge utilization through the cycle, but have started to improve



Note: EBITDA and Operating Margins are Trailing 12 Months

⁽¹⁾ Based on Kirby's most recent guidance in the April 27, 2023 press release announcing 1Q 2023 earnings. This guidance is shown for convenience only and does not constitute confirming or updating the guidance, which will only be done by public disclosure.



Kirby Inland Marine Differentiators

- Safety culture
- High quality customer portfolio
- Heavily engrained in the supply chain of many blue chip companies
 - Acquired Lyondell, Dow, and SeaRiver's captive fleets
- Horsepower management
- Largest tank barge fleet – scale matters
 - Facilitates better asset utilization
 - Creates backhaul opportunities
 - Faster turnarounds
 - Diversity of barge products for spot opportunities
 - Reduced cleanings
- U.S. Coast Guard accredited training center
- San Jac Marine - Kirby owned shipyard
- Site representatives
- Disciplined capital expenditures
- Counter-cyclical investments

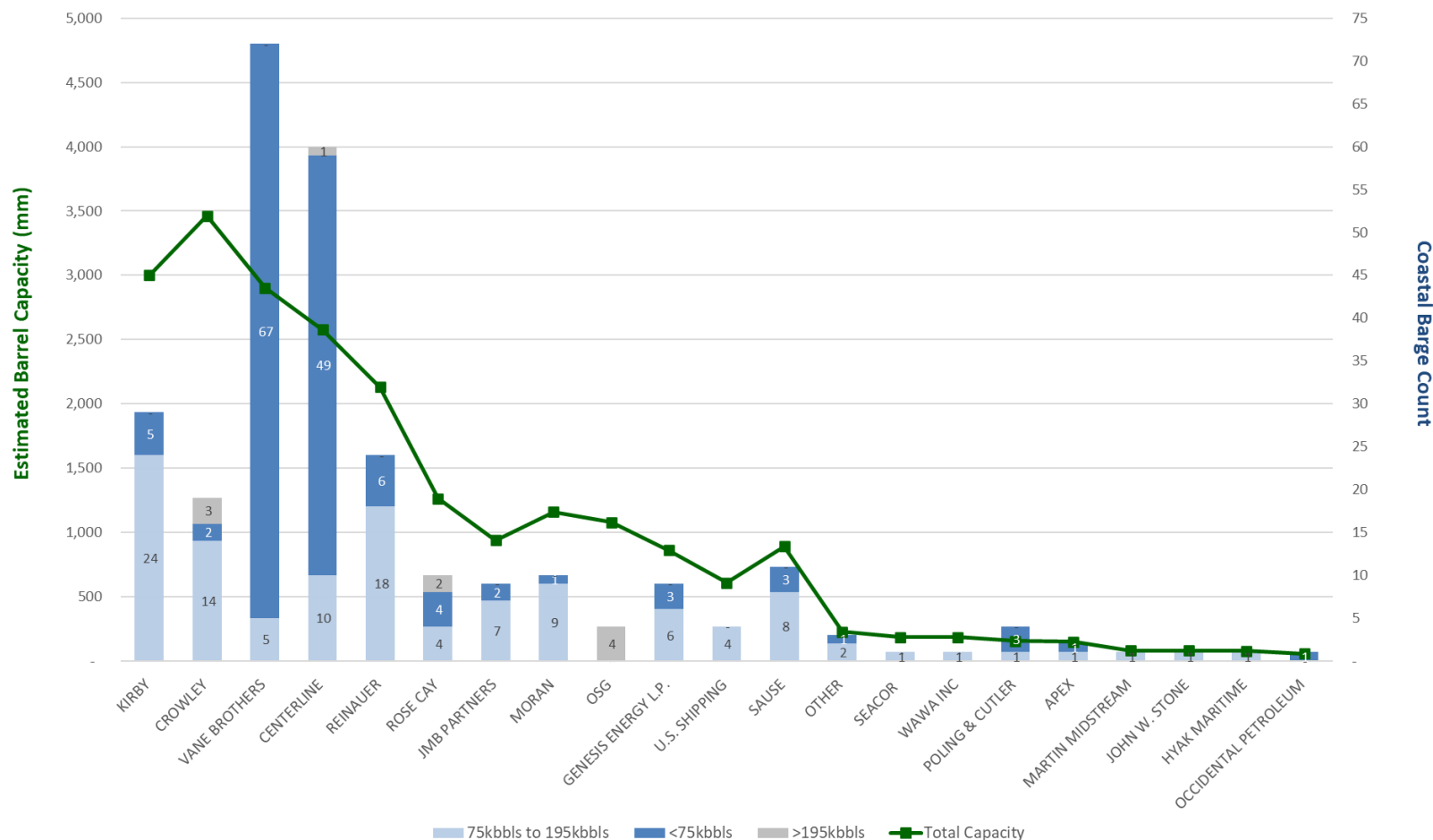


Coastal Market



Coastal Tank Barge Fleet by Operator

Kirby is the second largest Coastal tank barge operator by barrel capacity



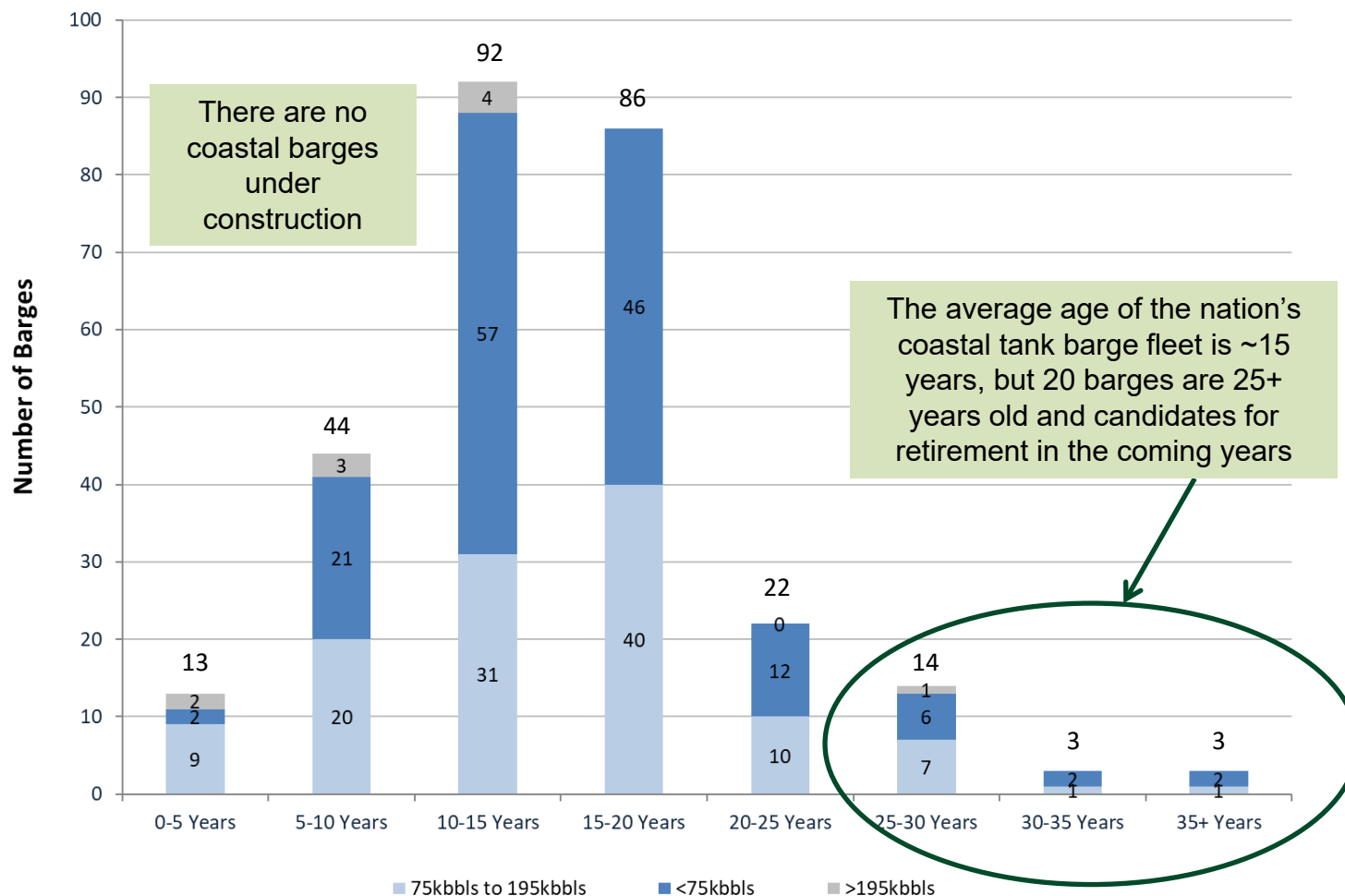
Tank barge count as of March 31, 2023
Source: Kirby, company websites and public filings



Coastal Tank Barge Age Profile

Coastal Barge Market Age Distribution

Number of barges by age and category



Differentiators for Kirby's Coastal Business

- Inland company key relationships
 - Working for blue chip refiners
- Younger, more efficient fleet
- Focus on transporting black oil and chemicals
- Kirby Ocean Transport
 - Long term contracts with 40 year relationship
- Counter cyclical investments



Offshore Wind

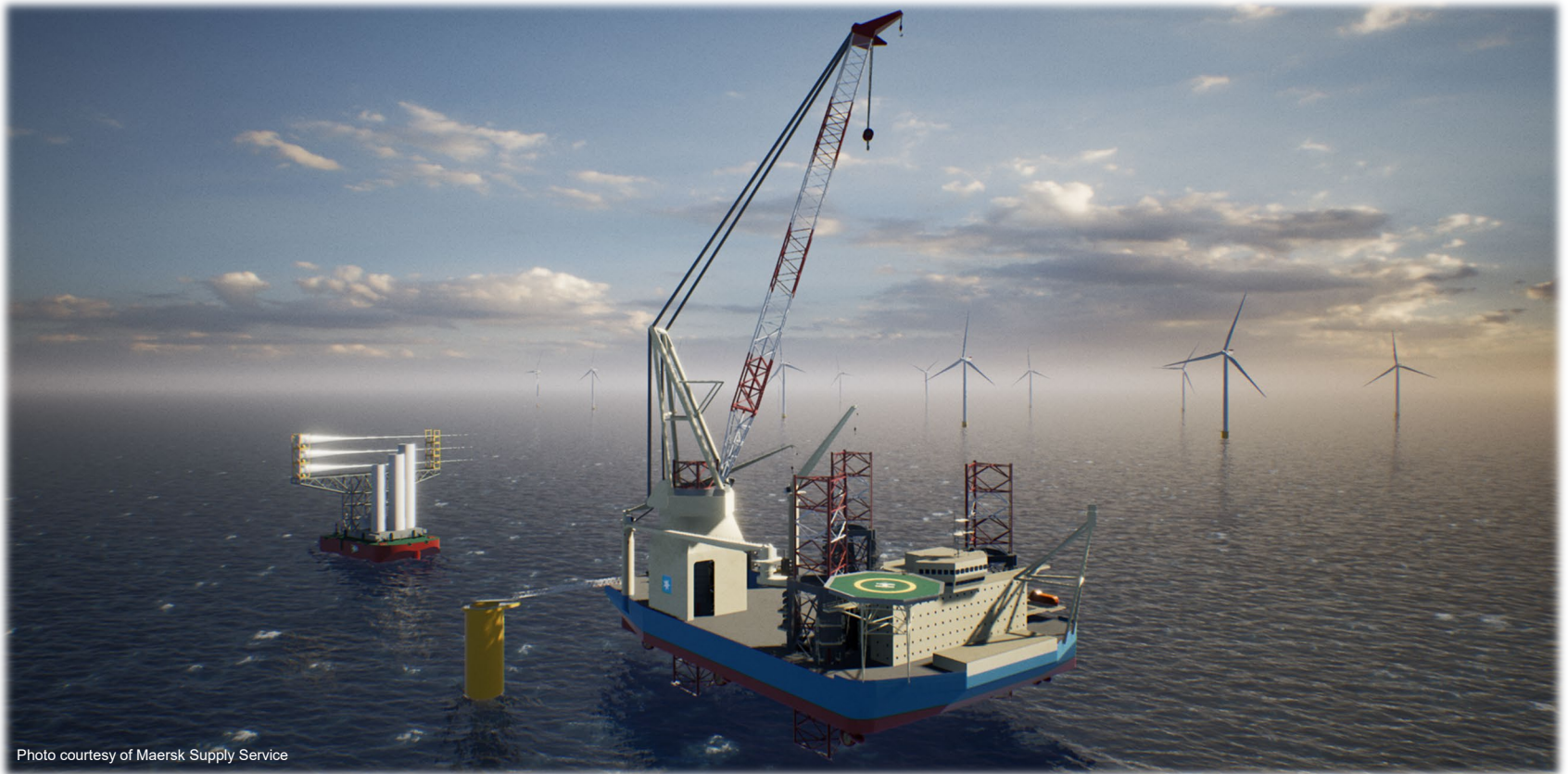


Photo courtesy of Maersk Supply Service

Kirby Offshore Wind

Kirby announces a new 20-year offshore wind partnership with Maersk

- Under the 20-year framework agreement:
 - Kirby will provide barge transportation services for offshore wind towers and turbines to Maersk Supply Service
 - First project is Empire Offshore Wind, a joint venture between Equinor and bp off the coast of New York
- Capital investment: \$80-100 million for two feeder barge and diesel-electric hybrid tugboat units
- Each feeder barge will have the capacity to transport next-generation turbines of 15 megawatt and greater
- Operations are expected to commence in late 2025 or early 2026



EMPIRE WIND



80,000 Acres of Coverage



15-30 Miles South of Long Island



130+ Wind Turbines



2.1 GW of Renewable Energy



1,000,000 New York Homes Powered

Source: www.empirewind.com



U.S. Offshore Wind Development Pipeline

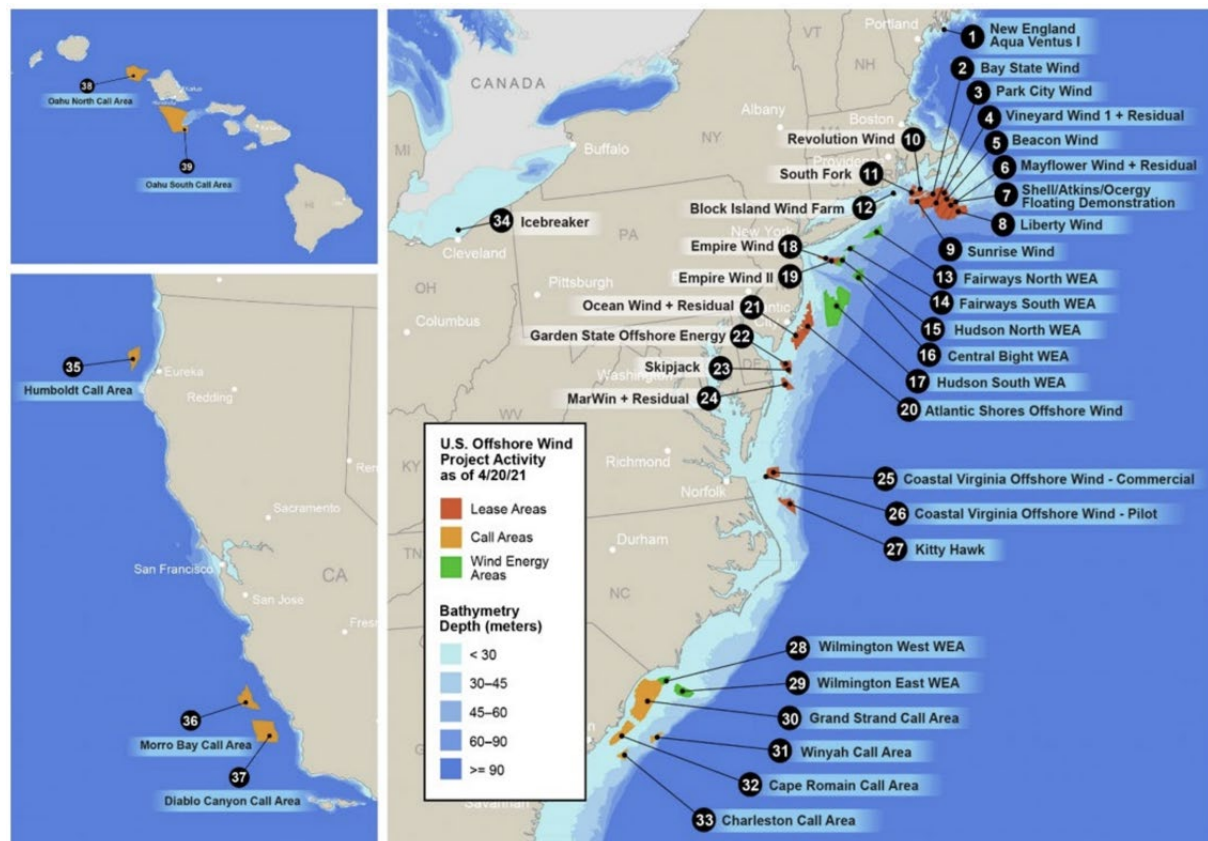
The U.S. offshore wind 'pipeline' has ~35 GW of potential projects

Current Project Pipeline Status

- Operating – 42 MW
- Approved – 1,221 MW
- Permitting – 13,729 MW
- Site Control – 7,434 MW
- Planning – 12,051 MW

Offshore Wind Commitments by State

State	Total Commitment (GW)	Target Year	Amount Procured (GW)
Massachusetts	5.6	2035	1.6
Rhode Island	0.4	-	0.4
New Jersey	7.5	2035	1.1
Maryland	1.6	2030	0.4
New York	9.0	2035	6.8
Connecticut	2.0	2030	1.1
Virginia	5.2	2034	0.0
North Carolina	8.0	2040	-
	39.3		11.4



Source: US Department of Energy – Offshore Wind Strategies Report – January 2022

Distribution & Services



Introduction to Distribution & Services

Who we are...



62

LOCATIONS ACROSS NORTH
AND SOUTH AMERICA

5

BRANCH LOCATIONS IN
COLOMBIA

3

INTERNATIONAL COUNTRIES
WITH SALES PRESENCE

~160

SALES PROFESSIONALS

~1,000

QUALIFIED TECHNICIANS

~650

SERVICE AND ASSEMBLY BAYS

~2.5MM

SQUARE FEET OF SHOP
CAPACITY
















Kirby is a leader in industrial distribution

Who we represent...

Kirby D&S is the largest single distributor in the world for our OEM partners

Distributorships provide unique and exclusive OEM representation rights in assigned areas of responsibility

Dealerships provide rights to service customers in specific markets

												
On-Hwy O&G	O&G PowerGen Marine(C) Marine(L) Mining Industrial	On-Hwy	O&G Industrial	Industrial	On-Hwy refer and climate control	On-Hwy Industrial Marine(L)	Marine(C) Nuclear	Marine(C)	O&G Industrial	Marine(C)	Marine(C)	Marine(C)
Distributor	Distributor	Distributor	Distributor	Distributor	Distributor	Distributor	Distributor	Distributor	Distributor	Dealer	Dealer	Dealer

(C) Commercial
(L) Light/pleasure



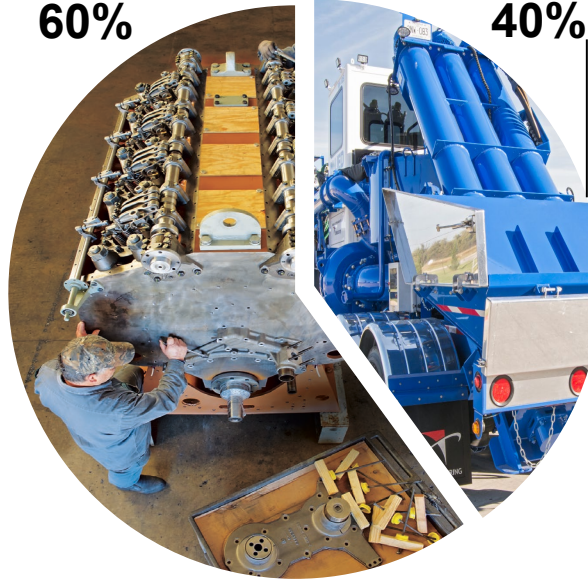
Distribution & Services has diversified sources of revenue across multiple industries

Customer Industry Base

Commercial & Industrial - Distribution, services and packaged equipment
~60% of D&S segment revenues

- Commercial marine
- Pleasure marine
- Power generation
- Nuclear power generation
- On-highway
- Mining
- Industrial
- Specialty equipment rental
- Rail car movers

60%



Oil & Gas - Distribution, services and manufactured equipment
~40% of D&S segment revenues

- Well stimulation and support equipment
- Cementing equipment
- Coiled tubing and support equipment
- Power generation systems
- Power distribution equipment
- Specialized electrical distribution and control equipment
- High capacity energy storage/battery systems
- Seismic equipment

Note: Revenue percentages estimated for 2023



Commercial and Industrial

Kirby is a leading distribution and services provider to key markets

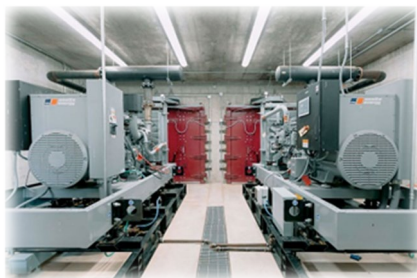
MARINE

- Major service and OEM new product and replacement parts provider for diesel engines and ancillary products
- Locations across the U.S.
- Key markets include:
 - Inland towboats and offshore tugboats
 - Offshore supply vessels
 - U.S. Coast Guard vessels
 - Fishing industry
 - Ferries
 - Pleasure yachts



POWER GENERATION

- Sells pre-packaged and fabricated back-up power systems for emergency, standby, and auxiliary power
- Manufactures mobile microgrid systems
- Rents back-up generator systems
- Key markets include:
 - Nuclear power industry
 - Domestic utilities
 - Data centers
 - Municipalities
 - Manufacturing plants
 - Retail and office complexes



ON-HIGHWAY

- Distributes, sells parts, and services diesel engines and transmissions
- Distributes and services Thermo King refrigeration systems
- Rents refrigeration trailers
- Sells parts online via DieselDash.com
- Locations in the U.S. and Colombia
- Key markets include:
 - Trucking companies
 - Commercial truck fleets
 - Municipalities
 - Grocers and food banks



Kirby also provides distribution and services to rail, mining, and other industrial markets

Oil and Gas

Kirby is one of the largest providers of equipment, service and parts to the oilfield

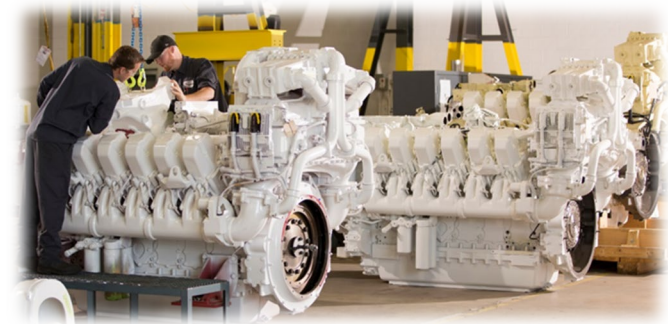
MANUFACTURING

- Leading provider of non-captive manufacturing and remanufacturing of well servicing equipment
- New frac equipment offerings are often highly customized:
 - Electric units
 - Noise-reducing units
 - Dynamic gas blending units
- Electric power generation solutions including distribution and control systems and energy storage/battery systems
- Sells new equipment into U.S. and international markets
- Developed proprietary controls solutions and telematics
- Manufacturer of seismic units for the Middle East and Europe



DISTRIBUTION

- Heavy duty cycle associated with fracturing leads to the need for regular equipment service and parts
- Distributor of new and rebuilt transmissions and diesel engines
 - Key OEMs include Allison Transmission, MTU, Volvo and Deutz
- Provider of major overhaul services for transmissions and diesel engines
- Provider of proprietary parts, 24x7 field service, and engineering support
- Provider of rental solutions including back-up power generators, high capacity lift trucks, and industrial compressors
- Locations across key U.S. shale formations



Most pressure pumping equipment requires some form of major service every three to five years

Power Generation Technology

Kirby manufactures environmentally friendly power generation equipment that is creating new opportunities in oil and gas and commercial and industrial markets

NATURAL GAS RECIPROCATING GENERATORS

- High Power Output: 2.5 MW
- High Mobility: 53' x 8.5' x 13.5'
- Wide Operating Range: Up to 122°F operation
- Sound attenuated environmental enclosure
- Scalable operation with multiple generators
- Integrates with existing S&S power distribution products
- 27.5% more fuel efficient than turbines assuming zero grid power supply at net zero consumption
- Reduces CO₂e by 32% resulting in the cleanest power platform available for e-frac



POWER DISTRIBUTION SYSTEMS

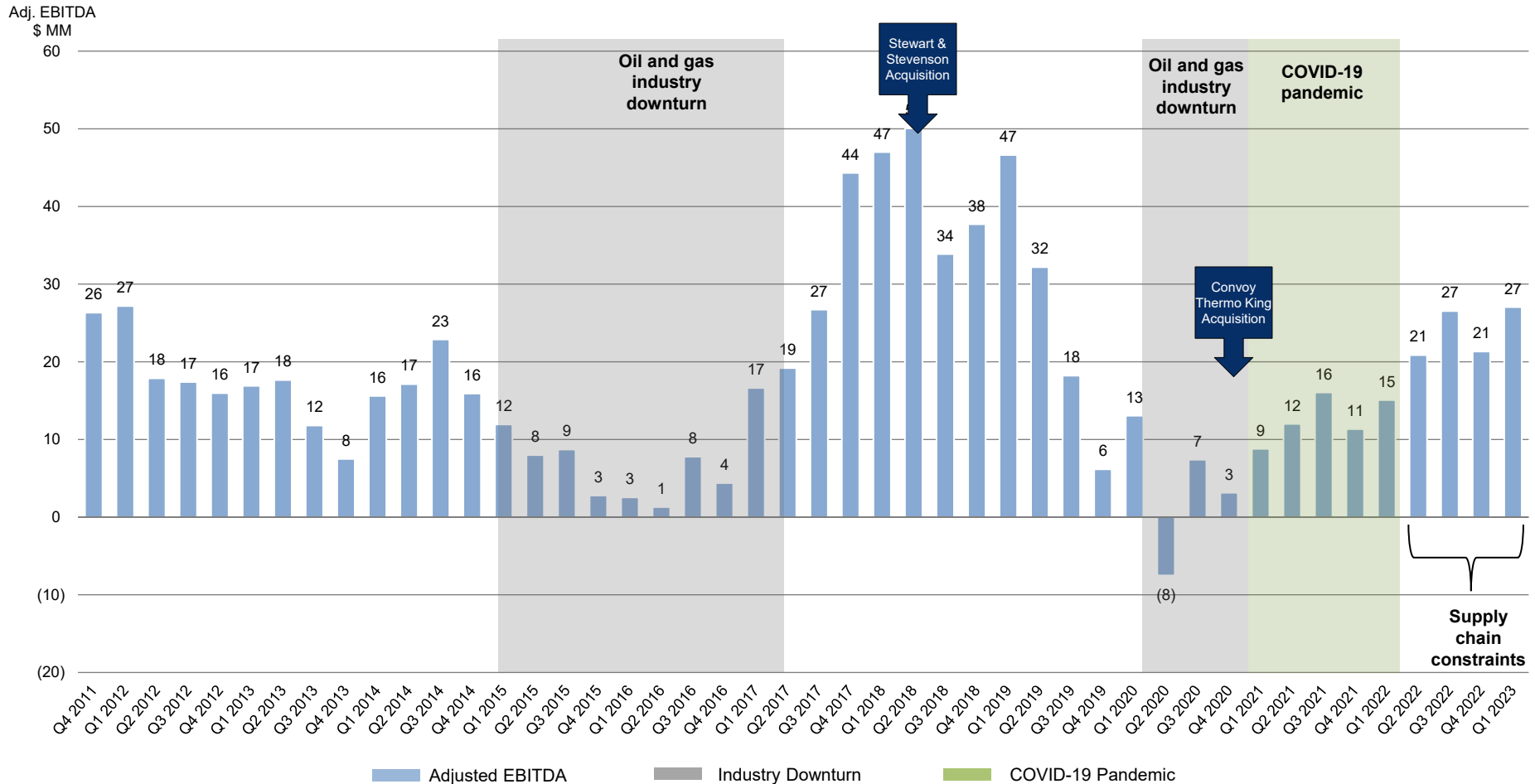
- Enables highly scalable power plants and microgrids
- Multiple local generator inputs
- Utility infeed connection and synchronization
- Energy storage system connection
- Proprietary power control and management system enables synchronization and remote control of all local inputs (ESS and generators)
- Self Contained: Drive-up and plug-in (no additional rig-up)
- Wide Operating Range: Up to 122°F operation
- Highly Scalable: Platform Based Design (allows for smaller systems or use of multiple systems to meet different power demands)



Distribution & Services is Recovering

The acquisition of S&S in 2017 generated a significant increase in earnings, but the 2019 industry downturn and COVID-19 adversely impacted profitability in recent years

Business activity started to inflect in FY 2021 and is expected to continue to improve in FY 2023⁽¹⁾



⁽¹⁾ Based on Kirby's most recent guidance in the April 27, 2023 press release announcing 1Q 2023 earnings. This guidance is shown for convenience only and does not constitute confirming or updating the guidance, which will only be done by public disclosure.



Financial Highlights



1Q 2023 Overview

Financial Summary

\$ millions except earnings (loss) per share	1Q 2023	1Q 2022	Variance	%	4Q 2022	Variance	%
Revenues	\$ 750.4	\$ 610.8	\$ 139.6	23%	\$ 730.2	\$ 20.2	3%
Operating income	61.5	29.7	31.8	107%	57.7	3.8	6%
Net earnings attributable to Kirby	40.7	17.4	23.3	134%	37.3	3.4	9%
Earnings per share	0.68	0.29	0.39	134%	0.62	0.06	10%
Excluding one-time items:							
Operating income	64.5	29.7	34.8	117%	61.9	2.6	4%
Net earnings attributable to Kirby	40.9	17.4	23.5	135%	40.3	0.6	1%
Earnings per share	0.68	0.29	0.39	134%	0.67	0.01	1%

- Results reflected solid market fundamentals in marine transportation and distribution and services
- Marine transportation significantly impacted by difficult navigational conditions along U.S. Gulf Coast
 - 33% increase in delays days sequentially and 31% increase in delay days year-over-year
- Supply chain constraints continued to delay sales in 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.



Marine Transportation – FY 2023 Outlook

A strong inland barge market is expected to significantly improve financial results

- **Inland**

- Expecting a strong market driven by economic growth, increased volumes, and minimal new barge construction
- Barge utilization expected to be low to mid-90% range
- Term contracts are expected to continue to reset higher to reflect improved market conditions
- Full year revenue growth in low double digits year-over-year
- Operating margins are expected to range in the mid-teens on average for the year

- **Coastal**

- Market expected to continue to modestly improve
- Barge utilization expected to be low to mid-90% range
- Revenues are expected to be flat year-over-year driven by increased planned shipyard days
- Operating margins are expected to range between near breakeven and low single digits for the full year



Distribution & Services – FY 2023 Outlook

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

- **Commercial and industrial**

- Expect strong markets will drive revenue growth for on-highway, power generation, and marine repair
- Full year revenue growth in the low double digits range year-over-year
- Expected to be ~60% of segment revenues

- **Oil and gas**

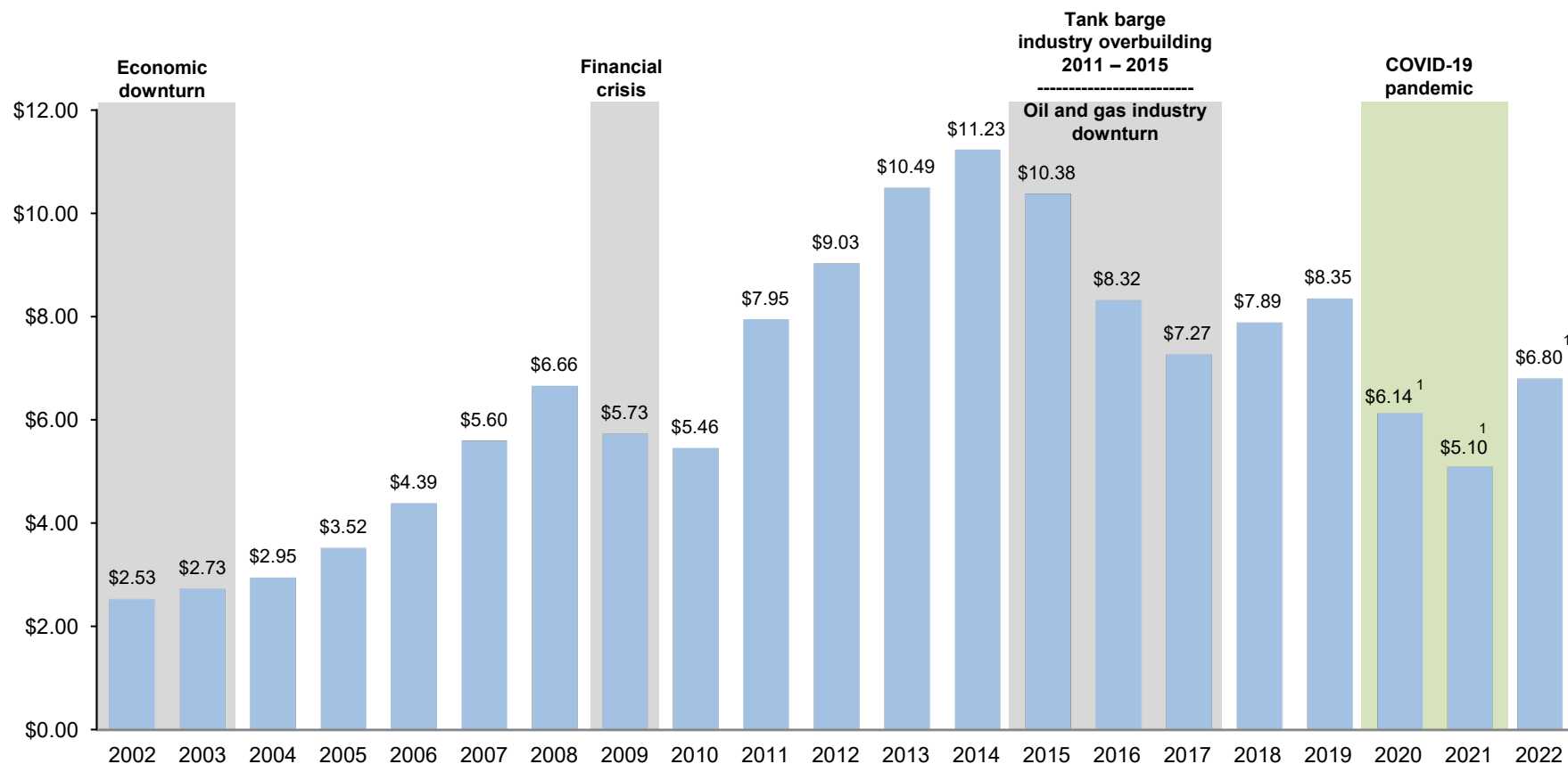
- Favorable oil prices expected to drive continued improvement in U.S. rig and frac activity
- Strong manufacturing backlog driven by increased demand for new environmentally friendly equipment
- Solid demand with continued growth in parts and service
- Supply chain issues expected to persist in the near-term with equipment deliveries ramping up through the year
- Expected to be ~40% of segment revenues

- **Segment Outlook**

- Revenues expected to increase 10% to 20% year-on-year
- Operating margins expected to be in the mid to high-single digits for the year



Adjusted EBITDA Per Share



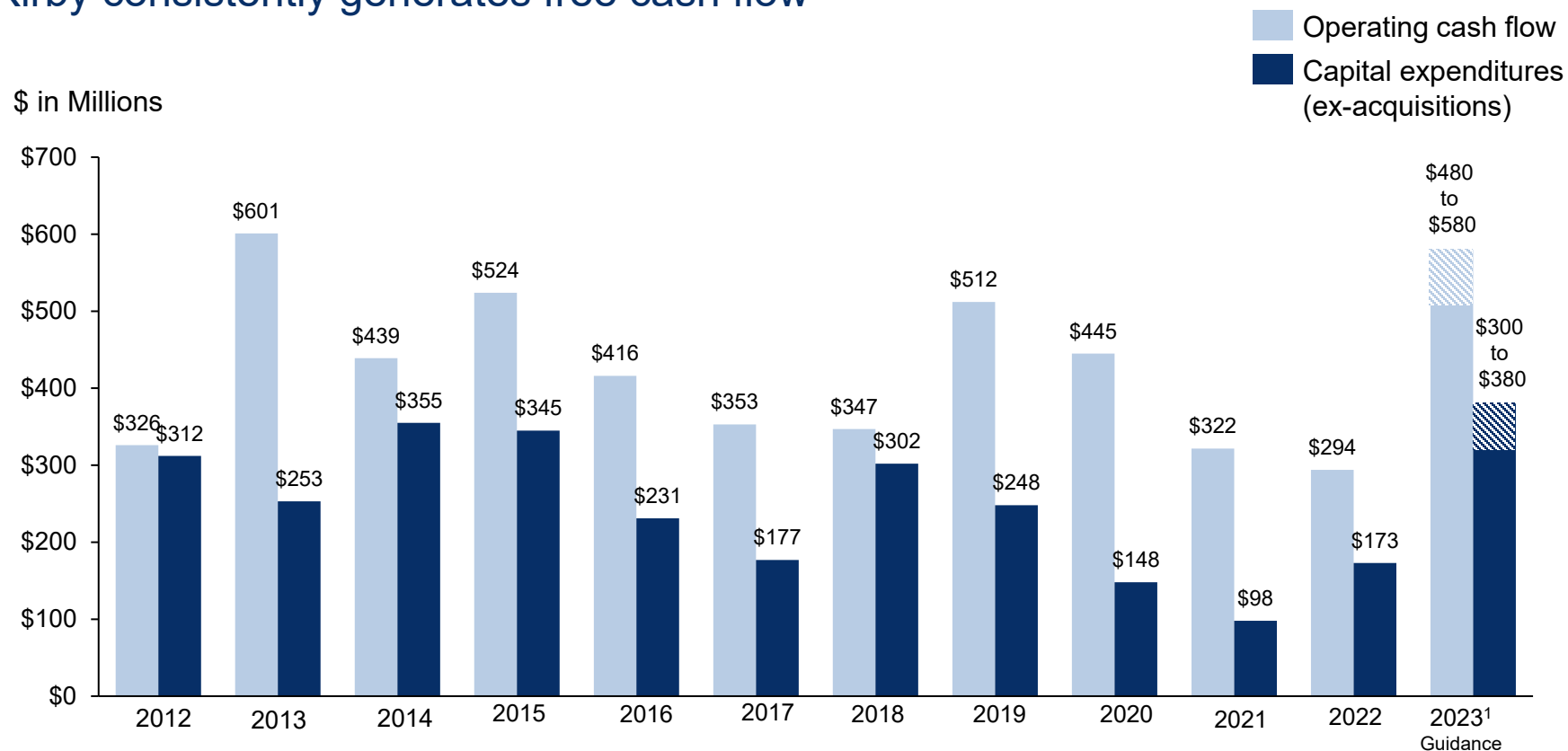
- See Appendix for reconciliation of GAAP net earnings to Non-GAAP Adjusted EBITDA

Industry downturn COVID-19 pandemic

⁽¹⁾ 2019 and 2020 Adjusted EBITDA earnings per share exclude one-time non-cash inventory write-down charges of \$35.5 million and \$8.0 million, respectively. For more information, see the Reconciliation of GAAP to Non-GAAP Financial Measures Excluding One-Time Items in the Appendix of this investor presentation.

Cash Flow Generation

Kirby consistently generates free cash flow*



* Free cash flow is defined as cash from operations less capital expenditures

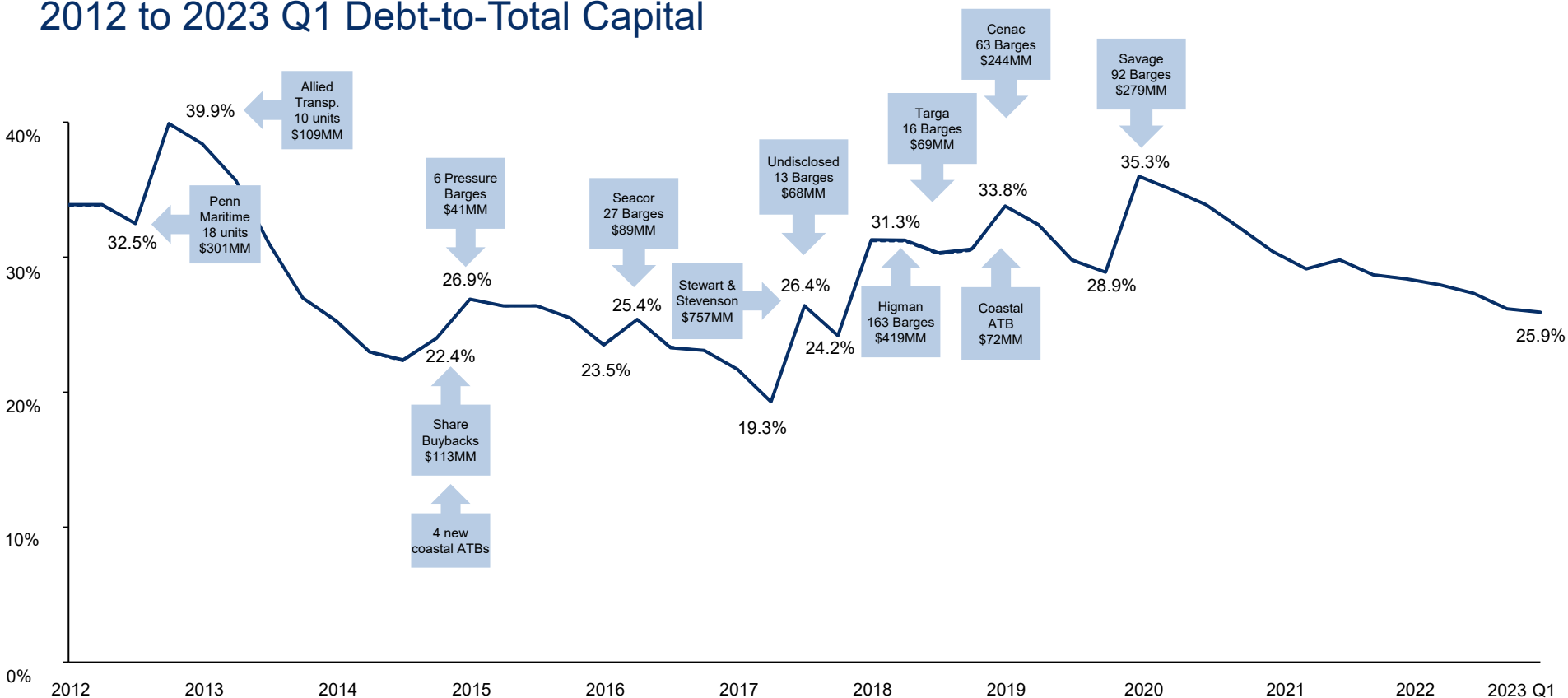


⁽¹⁾ Based on Kirby's most recent guidance in the April 27, 2023 press release announcing 1Q 2023 earnings. This guidance is shown for convenience only and does not constitute confirming or updating the guidance, which will only be done by public disclosure.



Capital Structure

2012 to 2023 Q1 Debt-to-Total Capital



Improved Balance Sheet and Earnings

Financial Strength

- Investment grade rating
 - Standard & Poor's: BBB-, positive
 - Moody's: Baa3, stable
- \$500 million 4.20% Senior Notes
 - Maturity date of March 1, 2028
 - Used to fund Higman Marine acquisition in 2018
- \$300 million 3.50% Senior Notes
 - 10-year maturity due January 19, 2033
 - Used to repay \$350 million senior notes matured in February 2023
- \$250 million Term Loan
 - \$250 million 5-year maturity at SOFR + 1.375 due July 29, 2027
 - \$170 million outstanding as of March 31, 2023
- \$500 million Bank Revolving Credit Facility
 - Maturity date of July 29, 2027
 - \$112 million as of March 31, 2023
- \$27 million of Cash and Cash Equivalents (as of March 31, 2023)
 - \$419 million of total liquidity as of March 31, 2023

Why Invest in Kirby?



- Proven track record of success over the long-term
- Two strong franchises
 - Marine Transportation
 - Distribution and Services
- Purpose-built management team with decades of relevant experience in both core businesses
- Disciplined financial management
 - Investment-grade balance sheet
 - Countercyclical investing followed by deleveraging
- Balanced approach to capital allocation
 - Return on capital driven investment decisions
 - Proven acquisition strategy
 - Strong record of cash flow generation
- Significant increase in long-term earnings potential
 - Expect all businesses to deliver substantially improved financial results in 2023

Appendix

Reconciliation of GAAP to Non-GAAP Financial Measures

Kirby reports its financial results in accordance with generally accepted accounting principles (GAAP). However, Kirby believes that certain non-GAAP financial measures are useful in managing Kirby's businesses and evaluating Kirby's performance.

Adjusted EBITDA, which Kirby defines as net earnings (loss) attributable to Kirby before interest expense, taxes on income, depreciation and amortization, impairment of long-lived assets, and impairment of goodwill is used because of its wide acceptance as a measure of operating profitability before non-operating expenses (interest and taxes) and noncash charges (depreciation and amortization, impairment of long-lived assets, and impairment of goodwill). Adjusted EBITDA is one of the performance measures used in Kirby's incentive bonus plan. Adjusted EBITDA is also used by rating agencies in determining Kirby's credit rating and by analysts publishing research reports on Kirby, as well as by investors and investment bankers generally in valuing companies.

Kirby also uses certain non-GAAP financial measures to review performance excluding certain one-time items including: 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 a substitute for GAAP financial results and should only be considered in conjunction with Kirby's financial information that is presented in accordance with GAAP.

Quantitative reconciliations of GAAP to Non-GAAP financial measures are provided in the following tables.



Reconciliation of GAAP Net Earnings to Non-GAAP Adjusted EBITDA - Annually

KIRBY CORPORATION Reconciliation of GAAP Net Earnings Attributable to Kirby to Non-GAAP Adjusted EBITDA

	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>	<u>2018</u>	<u>2017</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>
(\$ in millions)										
Net earnings (loss) attributable to Kirby	\$ 122.3	\$ (247.0)	\$ (272.5)	\$ 142.4	\$ 78.5	\$ 313.2	\$ 141.4	\$ 226.7	\$ 282.0	\$ 253.1
Interest expense	44.6	42.5	48.7	56.0	46.9	21.5	17.7	18.8	21.5	27.9
Provision (benefit) for taxes on income	42.2	(43.8)	(189.8)	46.8	35.0	(240.8)	85.0	133.7	169.8	152.3
Impairment of long-lived assets	-	121.7	165.3	-	82.7	105.7	-	-	-	-
Impairment of goodwill	-	219.0	388.0	-	2.7	-	-	-	-	-
Depreciation and amortization	<u>201.4</u>	<u>213.7</u>	<u>219.9</u>	<u>219.6</u>	<u>225.0</u>	<u>202.8</u>	<u>200.9</u>	<u>192.2</u>	<u>169.3</u>	<u>164.4</u>
Adjusted EBITDA, Non-GAAP	<u>\$ 410.5</u>	<u>\$ 306.1</u>	<u>\$ 359.6</u>	<u>\$ 464.8</u>	<u>\$ 470.8</u>	<u>\$ 402.4</u>	<u>\$ 445.0</u>	<u>\$ 571.4</u>	<u>\$ 642.6</u>	<u>\$ 597.7</u>



Reconciliation of GAAP to Non-GAAP Financial Measures Excluding One-Time Items

KIRBY CORPORATION
Reconciliation of GAAP to Non-GAAP Financial Measures Excluding One-Time Items
(unaudited, \$ in millions except per share amounts)

Q1 2023					Full Year 2022					Full Year 2021				
Operating Income (Loss)	Earnings (Loss) Before Tax	Net Earnings (Loss) Attributable to Kirby	Diluted Earnings (Loss) per Share		Operating Income	Earnings Before Tax	Net Earnings Attributable to Kirby	Diluted Earnings per Share		Operating Income	Earnings Before Tax	Net Earnings Attributable to Kirby	Diluted Earnings per Share	
GAAP earnings (loss)	\$ 61.5	\$ 54.7	\$ 40.7	\$ 0.68	\$ 192.9	\$ 165.0	\$ 122.3	\$ 2.03		\$ (258.1)	\$ (290.6)	\$ (247.0)	\$ (4.11)	
<u>One-time items:</u>														
- Impairments and other charges	-	-	-	-	-	-	-	-		340.7	340.7	275.0	4.58	
- Louisiana tax law change	-	-	-	-	-	-	-	-		-	-	5.7	0.09	
- IRS refund interest income	-	(2.7)	(2.2)	(0.04)	-	-	-	-		-	-	-	-	
- Severance expense, strategic review, shareholder engagement and other charges	3.0	3.0	2.4	0.04	5.7	5.7	4.3	0.07		-	-	-	-	
Earnings, excluding one-time items⁽¹⁾	\$ 64.5	\$ 55.0	\$ 40.9	\$ 0.68	\$ 198.6	\$ 170.7	\$ 126.6	\$ 2.10		\$ 82.6	\$ 50.1	\$ 33.7	\$ 0.56	

Full Year 2020					Full Year 2019					Full Year 2018					Full Year 2017				
Operating Income (Loss)	Earnings (Loss) Before Tax	Net Earnings (Loss) Attributable to Kirby	Diluted Earnings (Loss) per Share		Operating Income	Earnings Before Tax	Net Earnings Attributable to Kirby	Diluted Earnings per Share		Operating Income	Earnings Before Tax	Net Earnings Attributable to Kirby	Diluted Earnings per Share		Operating Income	Earnings Before Tax	Net Earnings Attributable to Kirby	Diluted Earnings per Share	
GAAP earnings (loss)	\$ (420.8)	\$ (461.4)	\$ (272.5)	\$ (4.55)	\$ 242.0	\$ 189.8	\$ 142.3	\$ 2.37		\$ 155.3	\$ 114.2	\$ 78.5	\$ 1.31		\$ 93.6	\$ 73.0	\$ 313.2	\$ 5.62	
<u>One-time items:</u>																			
- Income tax benefit on 2018 and 2019 net operating loss carrybacks	-	-	(50.8)	(0.85)	-	-	-	-		-	-	-	-		-	-	-	-	
- Impairments and other charges	561.3	561.3	433.3	7.24	35.5	35.5	28.0	0.47		87.8	87.8	69.3	1.16		105.7	105.7	67.0	1.20	
- Severance and early retirement expense	-	-	-	-	4.8	4.8	3.7	0.06		-	-	-	-		-	-	-	-	
- Executive Chairman retirement	-	-	-	-	-	-	-	-		18.1	18.1	18.1	0.30		-	-	-	-	
- Higman transaction fees & expenses	-	-	-	-	-	-	-	-		3.3	3.3	2.5	0.04		-	-	-	-	
- Amendment to employee stock plan	-	-	-	-	-	-	-	-		3.9	3.9	3.0	0.05		-	-	-	-	
- US tax reform and deferred tax liability remeasurement	-	-	-	-	-	-	-	-		-	-	-	-		-	-	(269.4)	(4.83)	
Earnings, excluding one-time items⁽¹⁾	\$ 140.5	\$ 99.9	\$ 110.0	\$ 1.84	\$ 282.3	\$ 230.1	\$ 174.0	\$ 2.90		\$ 268.4	\$ 227.3	\$ 171.4	\$ 2.86		\$ 199.3	\$ 178.7	\$ 110.8	\$ 1.99	

(1) Kirby uses certain non-GAAP financial measures to review performance excluding certain one-time items including: 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. 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.



Marine Transportation Performance Measures

KIRBY CORPORATION MARINE TRANSPORTATION PERFORMANCE MEASUREMENTS

	2023 1Q	1Q	2Q	2022 3Q	4Q	Total	2021 Year	2020 Year	2019 Year	2018 Year	2017 Year	2016 Year	2015 Year	2014 Year	2013 Year	2012 Year
Inland Performance Measurements:																
Ton miles (in millions) ⁽¹⁾	3,440	3,168	3,536	3,706	3,365	13,775	13,696	13,006	14,611	14,501	11,519	11,161	12,502	13,088	11,754	12,224
Revenues/Ton mile (cents/tm) ⁽²⁾	9.8	8.8	9.0	9.3	10.0	9.3	7.3	8.4	8.4	7.7	8.0	8.5	8.7	8.8	9.8	8.9
Towboats operated ⁽³⁾	282	263	270	274	277	271	250	287	299	278	224	234	248	251	256	245
Delay days ⁽⁴⁾	4,125	3,137	2,762	1,253	3,092	10,244	9,605	10,408	13,259	10,046	7,577	7,278	7,924	7,804	7,843	6,358

⁽¹⁾ Ton miles indicate fleet productivity by measuring the distance (in miles) a loaded inland tank barge is moved. Example: A typical 30,000 barrel inland tank barge loaded with 3,300 tons of liquid cargo is moved 100 miles, thus generating 330,000 ton miles.

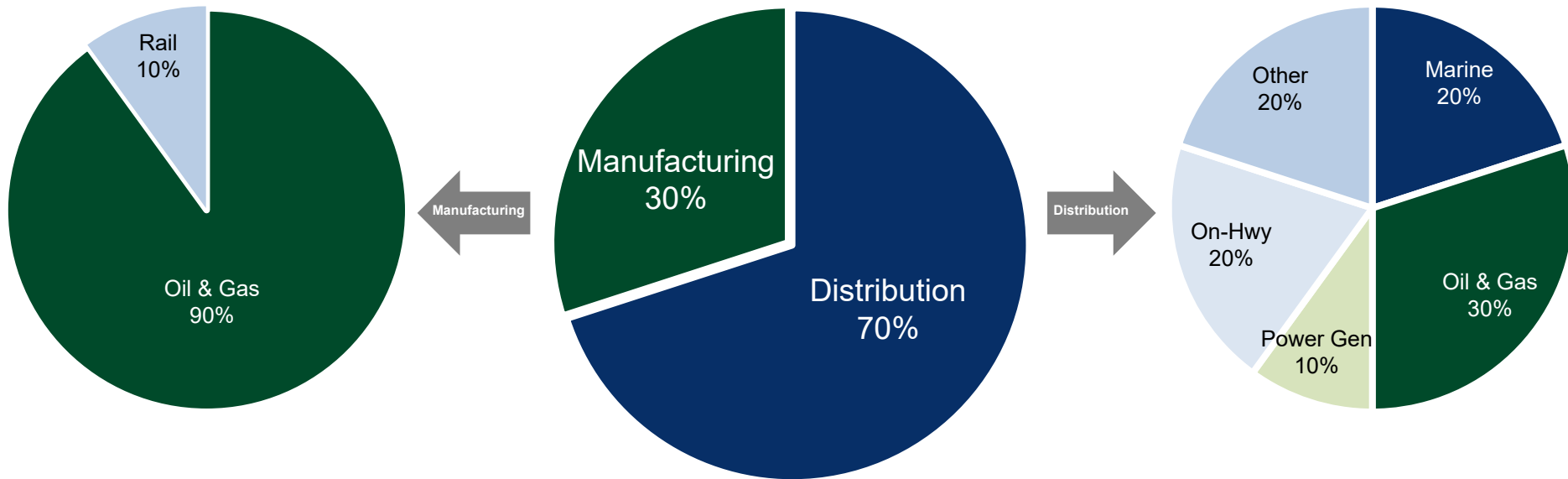
⁽²⁾ Inland marine transportation revenues divided by ton miles. Example: First quarter 2023 inland marine revenues of \$337.9 million divided by 3,440 million ton miles = 9.8 cents.

⁽³⁾ Towboats operated, is the average number of owned and chartered inland towboats operated during the period.

⁽⁴⁾ Delay days measures the lost time incurred by an inland tow (inland towboat and one or more inland tank barges) during transit. The measure includes transit delays caused by weather, lock congestion and other navigational factors.

Distribution and Services Revenue Breakdown Market Sector

To be Updated



Note: Revenue percentages based on 2022



