

KIRBY CORPORATION
MARINE TRANSPORTATION PERFORMANCE MEASUREMENTS

	2009	2010	2011	2012	2013	2014	2015	2016					2017					
	Year	Year	Year	Year	Year	Year	Year	1 st Q	2 nd Q	3 rd Q	4 th Q	Year	1 st Q	2 nd Q	3 rd Q	4 th Q	Year	
Inland Performance Measurements:																		
Ton miles (in millions) ⁽¹⁾	11,977	12,957	13,414	12,224	11,754	13,088	12,502	2,748	2,792	2,648	2,973	11,161	2,977	2,818	2,753	2,971	11,519	
Revenues/Ton mile (cents/tm) ⁽²⁾	7.1	6.8	7.6	8.9	9.8	8.8	8.7	8.9	8.8	8.6	7.7	8.5	8.0	7.9	8.0	8.1	8.0	
Towboats operated ⁽³⁾	220	221	240	245	256	251	248	240	241	227	230	234	235	220	215	227	224	
Delay days ⁽⁴⁾	5,201	5,772	6,777	6,358	7,843	7,804	7,924	2,236	2,035	929	2,078	7,278	2,267	1,367	1,965	1,978	7,577	

⁽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: 4th quarter 2017 inland marine revenues of \$241,951,000 divided by 2,971,000,000 ton miles = 8.1 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.