

1Q 2025

Earnings Conference Call

May 1, 2025



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 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, 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, 2024.

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: 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. 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.



1Q 2025 Overview

Financial Summary

\$ millions except earnings (loss) per share	1Q 2025	1Q 2024	Variance	%	4Q 2024	Variance	%
Revenues	\$ 785.7	\$ 808.0	\$ (22.3)	-3%	\$ 802.3	\$ (16.6)	-2%
Operating income	105.5	101.5	4.0	4%	50.1	55.4	111%
Net earnings attributable to Kirby	76.0	70.1	5.9	8%	42.8	33.2	78%
Earnings per share	1.33	1.19	0.14	12%	0.74	0.59	80%
Excluding one-time items:							
Operating income ¹	105.5	101.5	4.0	4%	106.4	(0.9)	-1%
Net earnings attributable to Kirby ¹	76.0	70.1	5.9	8%	74.9	1.1	1%
Earnings per share ¹	1.33	1.19	0.14	12%	1.29	0.04	3%

- Improved market fundamentals in marine transportation but challenged by 50% sequential increase in weather and navigational delays
- Continued strong demand for power generation in distribution and services despite supply chain delays
- Continued to repurchase stock with \$101 million of repurchases
- Acquired 14 barges, including four specialty barges, and four high horsepower boats

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 4Q 2024 operating income, net earnings attributable to Kirby, and earnings per share exclude the following items:
 –\$56.3 million before tax, \$43.0 million after-tax, or \$0.74 per share of one-time charge associated with impairment of assets
 –Offset by \$10.9 million after tax, or \$0.19 per share of one-time credit associated with Louisiana tax law change

Marine Transportation – 1Q Overview

Improved market conditions but considerably impacted by weather and lock delays

Inland

- Favorable pricing improvements due to better customer demand and limited availability of barges
 - Spot prices increased in the low single digits sequentially and in the high single digits year-over-year
 - Term contracts renewed up in the mid-single digits year-over-year
- Delays due to weather and locks impacted 1Q operations, 50% increase in delay days sequentially and 15% year-over-year
- Operating margins right around 20%



Coastal

- Continued strength in customer demand combined with limited availability of large capacity vessels
- Barge utilization in the mid to high-90% range
- Term contracts renewed higher in the mid-20% range
- Higher planned shipyards impacted revenues and margins

Distribution & Services – 1Q Overview

Mixed results across end markets

Power Generation

- Strong pace of orders with several large project wins in backup power and other industrial customers adding to backlog
- 23% lower revenues year-over-year as supply delays pushed projects out of quarter

Commercial and Industrial

- Revenues up 12% year-over-year due to growth in marine repair activity
- Operating income up 23% year-over-year due to favorable product mix and ongoing cost control

Oil and Gas

- Softness in conventional business drove 18% lower revenue year-over-year
- Operating income increased by 123% due to e-frac and cost management



Marine Transportation

1Q 2025 Financial Summary

\$ millions	1Q 2025	1Q 2024	Variance	%	4Q 2024	Variance	%
Revenue	\$ 476.1	\$ 475.4	\$ 0.7	0%	\$ 466.8	\$ 9.3	2%
Operating income	86.6	83.0	3.6	4%	86.0	0.6	1%
Operating margin	18.2%	17.5%	0.7%		18.4%	-0.2%	

	Inland		Coastal	
	Y/Y %	Q/Q %	Y/Y %	Q/Q %
Term increase	3%-5%		24%-26%	
Spot increase	6%-8%	1%-3%	18-20%	3-5%

- Inland**

- Contributed 82% of marine transportation revenues with average barge utilization in the low to mid-90% range
- Term contracts represented ~70% of revenue with ~61% attributed to time charters
- Operating margin ~20%, an improvement from high teens a year ago

- Coastal**

- Contributed 18% of marine transportation revenues with average barge utilization in the mid to high-90% range
- Term contracts represented ~100% of revenue with ~100% attributed to time charters
- Operating margin ~10%

Barge Construction and Retirements

1Q 2025 Update and FY 2025 Outlook

Inland <small>(barrels in millions)</small>	1Q 2025		FY 2025_(estimated)	
	Barges	Barrels	Barges	Barrels
Beginning of period	1,094	24.2	1,094	24.2
Additions:				
Reactivations/new builds/acquisitions	19	0.5	29	0.8
Reductions:				
Retirements	(2)	(0.1)	(6)	(0.2)
End of period	1,111	24.6	1,117	24.8

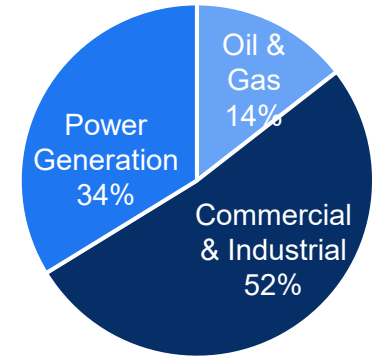
Coastal <small>(barrels in millions)</small>	1Q 2025		FY 2025_(estimated)	
	Barges	Barrels	Barges	Barrels
Beginning of period	28	2.9	28	2.9
Reductions:				
Retirements	-	-	-	-
End of period	28	2.9	28	2.9

Distribution & Services

1Q 2025 Financial Summary

\$ millions	1Q 2025	1Q 2024	Variance	%	4Q 2024	Variance	%
Revenue	\$ 309.5	\$ 332.6	\$ (23.1)	-7%	\$ 335.5	\$ (26.0)	-8%
Operating income	22.6	22.0	0.6	3%	26.8	(4.2)	-16%
Operating margin	7.3%	6.6%	0.7%		8.0%	-0.7%	

2025 Q1 Revenue



Power generation

- Revenues down 23% year-over-year and 20% sequentially as supply delays pushed some projects out of the quarter
- Operating margin in the mid to high-single digits

Commercial and Industrial

- Revenues up 12% year-over-year and 6% sequentially due to growth in marine repair activity offsetting lower activity in on-highway and Thermo King business
- Operating income up 23% year-over-year with operating margins in the high single digits

Oil and Gas

- Revenues down 18% year-over-year and 17% sequentially due to continued softness in legacy conventional frac equipment, partially offset by execution on backlog for e-frac equipment
- Operating margin in the high-single digits driven by e-frac business and cost initiatives

Balance Sheet, Capital Expenditures, and Liquidity

As of March 31, 2025

Total
Debt

\$1.1B

Cash and
Cash Equivalents

\$51M

Available
Liquidity

\$334M

■ 1Q 2025 Results

- Net cash flow provided by operating activities: \$37 million
- Proceeds from retired asset sales: \$0.1 million
- Repurchased 1,002,761 shares at an average price of \$101.19 for \$101.5 million
- Capital expenditures: \$79 million

■ 2025 Guidance

- Cash flow from operations: \$620 to \$720 million
- Capital expenditures: \$280 to \$320 million

Marine Transportation – 2025 Outlook

Strong outlook with price increases offsetting inflation

■ Inland

- Positive market dynamics due to limited new barge construction and heavy maintenance year
- Steady customer demand with barge utilization expected to be in the low to mid 90% range
- Full year revenue growth in mid to high single digit range
- A potential recession, unexpected lock delays or refinery maintenance could impact the growth
- Operating margins on average 200-300 bps higher for the full year compared to 2024 with gradual improvement throughout the year

■ Coastal

- Balanced supply and demand driving favorable market conditions
- Strong customer demand with barge utilization expected to be mid-90% range
- Full year revenues are expected to be up high single to low double digits year-over-year
- Operating margins are expected to be in the mid-teens range on a full year basis



Distribution & Services – 2025 Outlook

Power generation growth to offset softness in oil and gas and on-highway markets

■ Power generation

- Continued strong growth in orders as demand in data center and backup power markets remains solid
- Volatile delivery schedule throughout 2025 due to extended lead times for certain OEM products
- Expected to be ~40% of segment revenues

■ Commercial and industrial

- Steady marine repair demand while on-highway demand remains soft
- Expected to be ~40-45% of segment revenues

■ Oil and gas

- Shift from conventional frac to e-frac continues to slowly take place
- Customers continue to maintain considerable capital discipline
- Revenues are expected to be down high single digits to low double-digit range
- Expected to be ~15-20% of segment revenues

■ Segment Outlook

- Full year revenues expected to be flat to slightly down year-over-year
- Operating margins expected to be in the high-single digits but slightly lower year-over-year



