

KIRBY CORPORATION
MARINE TRANSPORTATION PERFORMANCE MEASUREMENTS

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | | | | | 2018 | |
|--|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|
| | Year | Year | Year | Year | Year | Year | Year | 1Q | 2Q | 3Q | 4Q | Year | 1Q | YTD |
| Inland Performance Measurements: | | | | | | | | | | | | | | |
| Ton miles (in millions) ⁽¹⁾ | 12,957 | 13,414 | 12,224 | 11,754 | 13,088 | 12,502 | 11,161 | 2,977 | 2,818 | 2,753 | 2,971 | 11,519 | 3,182 | 3,182 |
| Revenues/Ton mile (cents/tm) ⁽²⁾ | 6.8 | 7.6 | 8.9 | 9.8 | 8.8 | 8.7 | 8.5 | 8.0 | 7.9 | 8.0 | 8.1 | 8.0 | 8.0 | 8.0 |
| Towboats operated ⁽³⁾ | 221 | 240 | 245 | 256 | 251 | 248 | 234 | 235 | 220 | 215 | 227 | 224 | 262 | 262 |
| Delay days ⁽⁴⁾ | 5,772 | 6,777 | 6,358 | 7,843 | 7,804 | 7,924 | 7,278 | 2,267 | 1,367 | 1,965 | 1,978 | 7,577 | 2,528 | 2,528 |

⁽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: 1st quarter 2018 inland marine revenues of \$252,176,000 divided by 3,182,000,000 ton miles = 8.0 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.