

February 2011



United Holdings LLC

Business and Market Overview

Forward Looking Statement

Non-GAAP Financial Measures

- Statements contained in this presentation 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. Forward-looking statements are based on currently available information and Kirby assumes no obligation to update 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, 2009, filed with the Securities and Exchange Commission.

Summary of United Holdings, LLC Deal

Purchase Price

- The base purchase price is \$270M (before post closing adjustments)

Earn-out

- An earn-out provision allows United Holdings to attain up to an additional \$50M that is paid out in 2014

Financing

- Use existing cash and draw down from revolver

Timing

- Close in April 2011

Comments from Management

Joe Pyne, Chief Executive Officer

- **Kirby Engine Systems (KES) currently services medium and high speed engines, generators, pump sets, transmission sets and reduction gears in the marine and electric power generation markets**
- **The purchase of United Holdings is a logical extension of Kirby's diesel engine services business into the land based diesel engine and transmission services business, principally the pressure pumping and oilfield services market**
 - United's principal customers are oilfield service companies, oil and gas operators and producers, compression service companies and transportation companies
 - United manufactures oilfield service equipment, including hydraulic fracturing equipment, and distributes and service equipment and parts for Allison Transmission, MTU diesel engines and other diesel engine manufacturers
 - There is approximately 10M HP in the hydraulic fracturing market which United Holdings serves
- **In addition to diversifying the business, United Holdings provides Kirby with exposure to a growing market**
 - Shale gas is an energy "game changer." New discoveries based on hydraulic fracturing technology have significantly expanded and reduced the cost of producing US natural gas reserves
 - The hydraulic fracturing process uses diesel engines equipment more strenuously than marine applications
 - The overhaul cycle for hydraulic fracturing equipment is approximately twice as frequent verses diesel engines used for marine propulsion
 - Hydraulic fracturing is a growth business versus the more mature marine business Kirby is currently servicing

Business Overview



- **Headquartered in Oklahoma City, OK**
 - Operates in 21 locations across 13 states
 - Employs approximately 550 employees
- **Business Description**
 - United Holdings manufactures, distributes, and services engines, transmissions, pumps and compression products primarily for the Oil and Gas industry
 - Integrated business model capitalizes on trends in Natural Gas demand and the development of unconventional play (shale, tight gas, etc.)
 - Primary markets served: Oil and Gas, Power Generation, Transportation and Agriculture

United Holdings' Segments

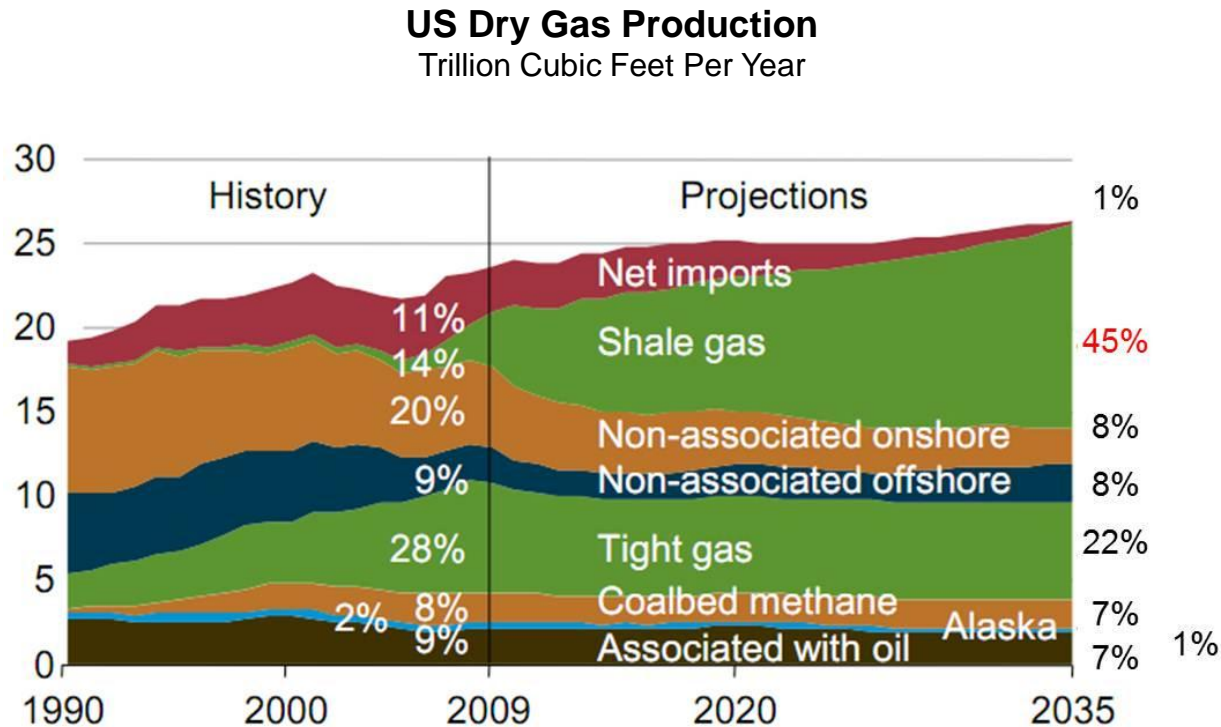


Division	<i>Distribution and Service</i>	<i>Manufacturing</i>	<i>Manufacturing</i>	<i>Distribution and Service</i>	<i>Manufacturing</i>
Percentage of Revenue	2011E – 40% 2010A – 55%	2011E – 40% 2010A – 25%	2011E – 10% 2010A – 10%	2011E – 5% 2010A – 5%	2011E – 5% 2010A – 5%
Business Description	<ul style="list-style-type: none"> Distributes and services equipment and parts from suppliers such as Allison Transmission, MTU, Daimler Trucks of North America, Isuzu, Heil, and Tymco 	<ul style="list-style-type: none"> Manufactures oilfield service equipment, including hydraulic fracturing equipment 	<ul style="list-style-type: none"> Manufactures and packages custom compressor systems 	<ul style="list-style-type: none"> Dealer of refrigerated transportation solutions in South and Central Texas 	<ul style="list-style-type: none"> Manufactures natural gas General Motors and Isuzu diesel-powered engines for a variety of applications from 40-500HP
Products	<ul style="list-style-type: none"> Engines and transmissions for on and off-highway use Electric Drilling Package for drilling market Extensive service and support network Power Generation 	<ul style="list-style-type: none"> Pressure pumps, cementers, hydration equipment, mud pumps, blenders, and nitrogen pumps 	<ul style="list-style-type: none"> Electric motor driven systems, natural gas engine driven systems, industrial air systems 	<ul style="list-style-type: none"> Refrigeration systems for trucks, rail cars, and other land transportation 	<ul style="list-style-type: none"> GM Powertrain and Isuzu engines
Customers	<ul style="list-style-type: none"> Oilfield service Transportation Municipalities Construction Power generation 	<ul style="list-style-type: none"> Oilfield service Oil and gas operators 	<ul style="list-style-type: none"> Compression service Oil and gas operators Power products 	<ul style="list-style-type: none"> Grocers, companies in need of refrigerated transportation 	<ul style="list-style-type: none"> Oil and gas production Agriculture Power generation Pump drives

Blue Chip Customer Base



Natural Gas and the Importance of Shale



- Shale gas is forecast to grow to 45% of US production as conventional and offshore decline
- The increase in shale gas production is a recent phenomenon, largely due to the use of hydraulic fracturing technology that improves well production rates

Source: Energy Information Administration, "Annual Energy Outlook 2011 – Early Release" – December 2010

North American Shale Gas Plays



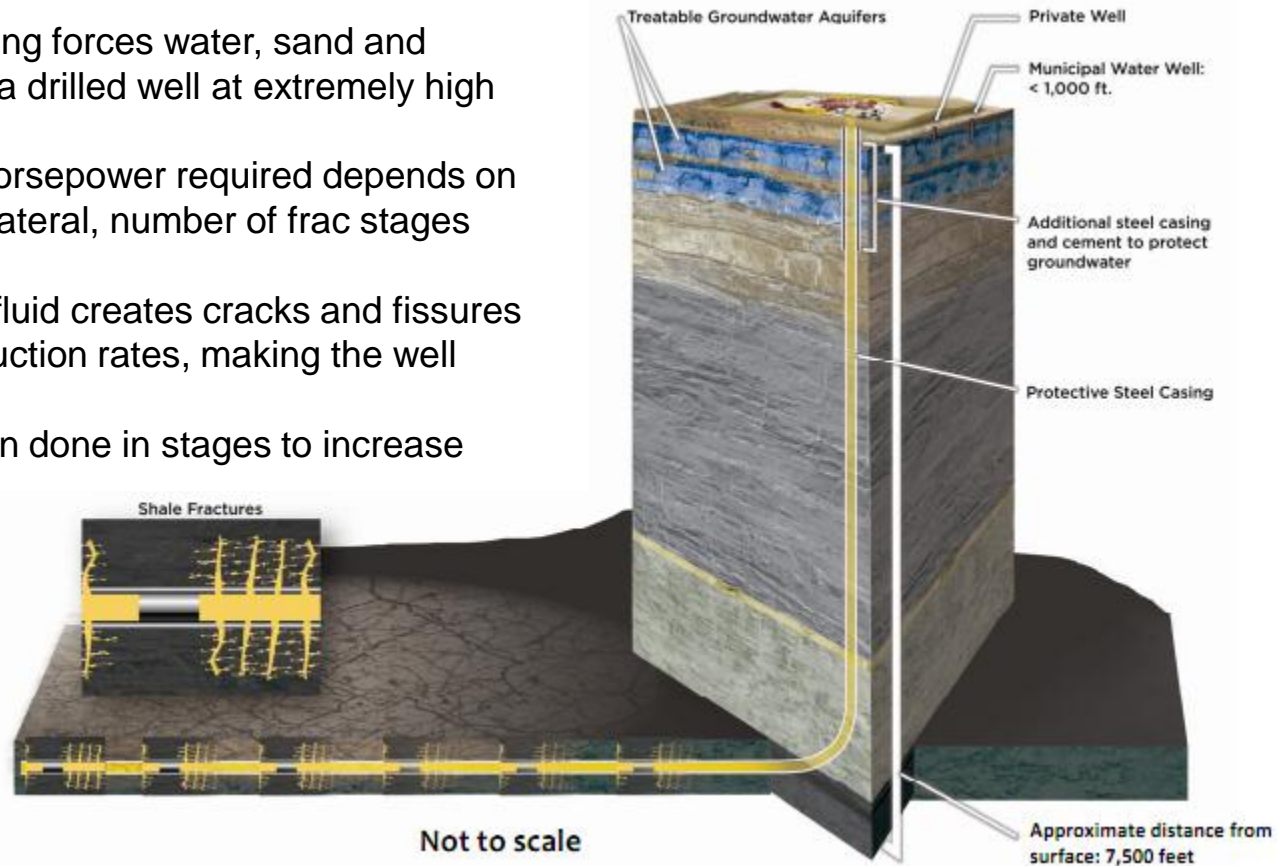
- United Holdings is well positioned geographically to serve a number of shale gas plays like the Woodford, Barnett, Fayetteville, Haynesville and Eagle Ford

Note: Oklahoma City locations: United Manufacturing – 3, United Powertrain – 1, United Engines – 1, United Holdings – 1; Commerce City locations: UEC – 2
 Source: Energy Information Administration

Hydraulic Fracturing Overview

Example: Hydraulic Fracture of a Horizontal Well

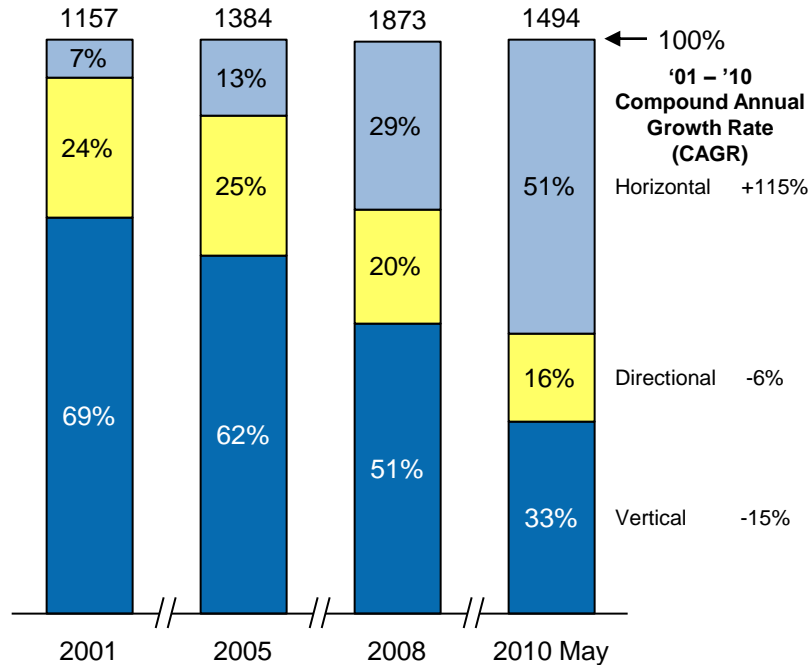
- Hydraulic fracturing forces water, sand and chemicals down a drilled well at extremely high pressure
- The amount of horsepower required depends on depth, length of lateral, number of frac stages and shale type
- The force of the fluid creates cracks and fissures to increase production rates, making the well more profitable
- Fracturing is often done in stages to increase recovery rates



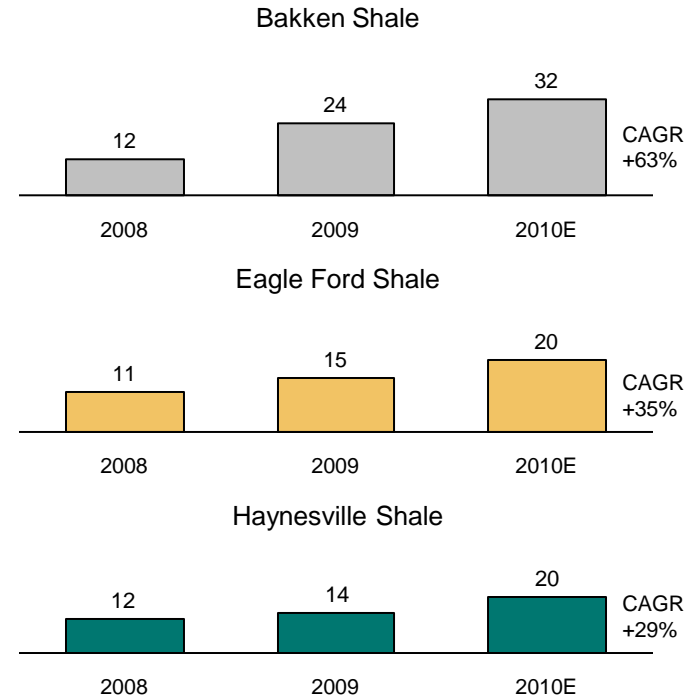
Source: Chesapeake Energy

Rig Direction and Frac Stages

US Average Land Rig Count by Direction



Number of Frac Stages Per Well

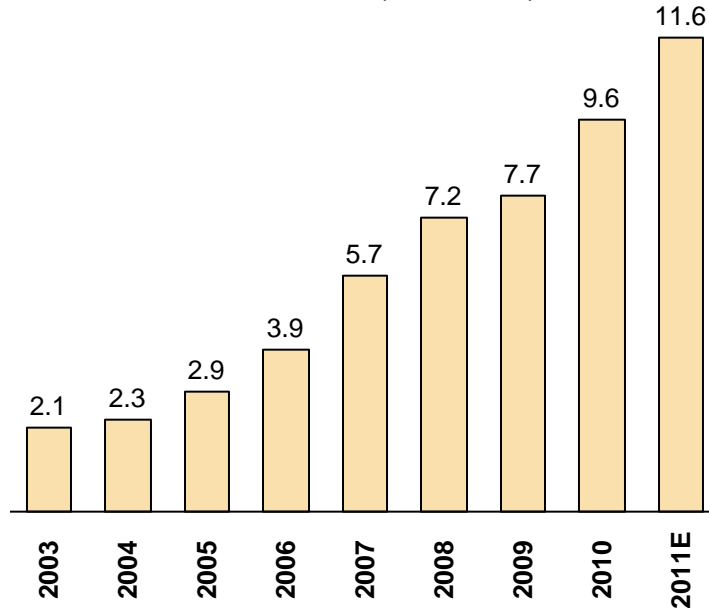


- Production is increasingly moving towards horizontal wells with longer laterals to increase the surface area in a well
- Longer laterals are increasing the number of frac stages required and subsequently, the horsepower required

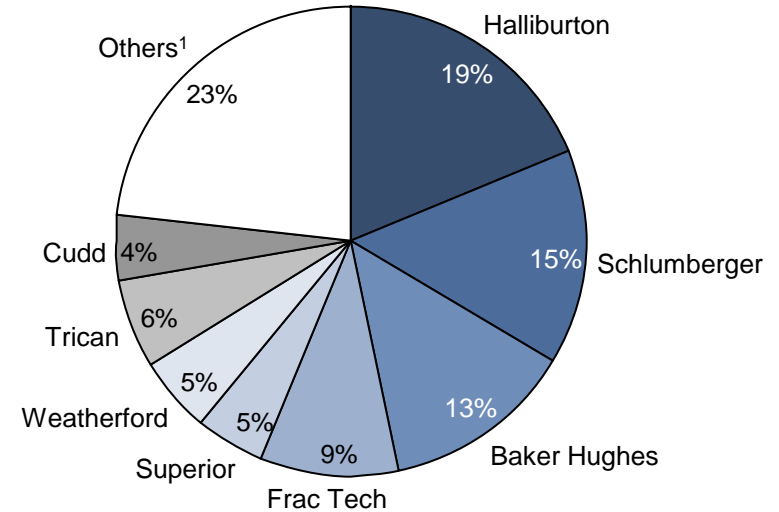
Source: Simmons and Company

Oil Field Services Market

Estimated North American Pressure Pumping Horsepower
2003 – 2011E (in millions)



Representation of North American Pressure Pumping Horsepower
2011E



- Even with the 24% growth of horsepower between 2009 and 2010, there is still demand for additional pressure pumping equipment
- As the amount of horsepower increases, there will be additional service opportunities for United
- United Holdings serves a number of the large oil field service companies

1) Greater than 20 companies

Source: Spears & Associates, "Drilling: Market Forecast"

Summary

Kirby Corporation 2011 Guidance, Including United and Enterprise Acquisitions

- Full year 2011 earnings per share increased to \$2.55 to \$2.80, up from \$2.35 to \$2.55 per share

Acquisition of United Holdings LLC

- Manufacturer, distributor and service provider of engine related products
- 21 locations across 13 states, located near a number of shale gas plays
- Expands diesel engine business to land
- Entering a market with excellent opportunities for growth, as the recovery of shale gas is an energy “game changer”
- United, like Kirby, has an experienced management team and excellent long-term customer relationships
- The transaction is immediately accretive to Kirby’s 2011 earnings
- 2011 projected revenue for Kirby - \$285 to \$335M (2011 full year revenue - \$375 to \$450M range)
- 2011 net earnings for Kirby - \$0.15 to \$0.20 per share range (2011 full year net earnings – \$0.20 to \$0.25 per share range)
- Anticipated closing April 2011

Acquisition of ship bunkering operation from Enterprise Marine Services

- Ship bunkering (engine fuel) operation primarily in Florida and Texas
- Consists of 21 tank barges and 15 boats
- Purchase price of approximately \$53M in cash
- Immediately accretive to Kirby’s earnings
- Full year 2011 revenue in the \$30 to \$35M range
- Full year 2011 net earnings in the \$0.05 to \$0.07 per share range
- Anticipate closing date of February 24th

