

Product Line Operational Highlights
Martin Marietta Materials, Inc.
September 30, 2015

(Dollars in thousands, except per unit data; unit shipments in thousands)

	Quarter Ended March 31, 2015	Quarter Ended June 30, 2015	Quarter Ended September 30, 2015	Nine Months Ended September 30, 2015
Net sales by product line:				
Aggregates Business:				
Aggregates	\$ 332,212	\$ 481,616	\$ 529,993	\$ 1,343,821
Asphalt	9,645	18,896	26,817	55,358
Ready Mixed Concrete	127,573	149,750	209,608	486,931
Road Paving	7,125	39,125	71,023	117,273
Total Aggregates Business	476,555	689,387	837,441	2,003,383
Cement	96,565	100,405	110,519	307,489
Magnesia Specialties	58,755	60,457	57,258	176,470
Total	\$ 631,875	\$ 850,249	\$ 1,005,218	\$ 2,487,342
Gross profit (loss) by product line:				
Aggregates Business:				
Aggregates	\$ 41,419	\$ 137,272	\$ 166,166	\$ 344,857
Asphalt	(1,464)	4,314	10,794	13,644
Ready Mixed Concrete	2,084	9,340	23,557	34,981
Road Paving	(3,311)	3,577	11,263	11,529
Total Aggregates Business	38,728	154,503	211,780	405,011
Cement	18,983	30,415	38,244	87,642
Magnesia Specialties	20,178	21,224	19,391	60,793
Corporate	(3,629)	(5,989)	(6,910)	(16,528)
Total	\$ 74,260	\$ 200,153	\$ 262,505	\$ 536,918
Unit shipments by product line:				
Heritage Aggregates Product Line:				
Aggregates tons - external customers	24,632	36,847	40,880	102,359
Internal aggregates tons used in other product lines	891	1,394	1,921	4,206
Total heritage aggregate tons	25,523	38,241	42,801	106,565
Acquisitions:				
Aggregates tons - external customers	2,500	2,804	3,604	8,968
Internal aggregates tons used in other product lines	813	958	1,116	2,887
Total acquisition aggregate tons	3,313	3,762	4,720	11,855
Asphalt tons - external customers	213	356	473	1,042
Internal asphalt tons used in road paving business	57	456	783	1,296
Total asphalt tons	270	812	1,256	2,338
Ready Mixed Concrete - cubic yards:				
Heritage	399	498	690	1,587
Acquisitions	965	1,115	1,421	3,501
Total cubic yards	1,364	1,613	2,111	5,088

Cement tons - external customers	1,025	994	1,081	3,100
Internal cement tons used in other product lines	192	209	256	657
Total Cement tons	<u>1,217</u>	<u>1,203</u>	<u>1,337</u>	<u>3,757</u>

Average unit sales price by product line (including internal sales)

Heritage:

Aggregates	\$ 11.96	\$ 11.83	\$ 11.62	\$ 11.78
Asphalt	\$ 43.65	\$ 42.20	\$ 43.00	\$ 42.80
Ready Mixed Concrete	\$ 98.88	\$ 101.54	\$ 103.30	\$ 101.63

Acquisition:

Aggregates	\$ 12.83	\$ 13.02	\$ 13.34	\$ 13.39
Ready Mixed Concrete	\$ 88.75	\$ 86.80	\$ 95.65	\$ 90.93
Cement	\$ 93.41	\$ 98.86	\$ 99.95	\$ 97.48

Product Line Operational Highlights
Martin Marietta Materials, Inc.
December 31, 2014

(Dollars in thousands, except per unit data; unit shipments in thousands)

	Quarter Ended March 31, 2014	Quarter Ended June 30, 2014	Quarter Ended September 30, 2014	Quarter Ended December 31, 2014	Year Ended December 31, 2014
Net sales by product line:					
Aggregates Business:					
Aggregates	\$ 263,884	\$ 421,974	\$ 478,834	\$ 405,330	\$ 1,570,022
Asphalt	10,498	22,627	26,873	16,280	76,278
Ready Mixed Concrete	38,009	52,379	183,715	156,416	430,519
Road Paving	9,938	43,037	60,327	43,312	156,614
Total Aggregates Business	322,329	540,017	749,749	621,338	2,233,433
Cement	-	-	109,521	100,035	209,556
Magnesia Specialties	57,349	61,920	58,672	58,165	236,106
Total	<u>\$ 379,678</u>	<u>\$ 601,937</u>	<u>\$ 917,942</u>	<u>\$ 679,503</u>	<u>\$ 2,679,095</u>
Gross profit (loss) by product line:					
Aggregates Business:					
Aggregates	\$ 10,052	\$ 100,142	\$ 119,277	\$ 94,622	\$ 324,093
Asphalt	(1,426)	4,869	7,356	2,753	13,552
Ready Mixed Concrete	2,944	6,982	18,628	10,575	39,129
Road Paving	(3,982)	(249)	6,897	3,774	6,440
Total Aggregates Business	7,588	111,744	152,158	111,724	383,214
Cement	-	-	24,194	28,275	52,469
Specialty Products Business	18,755	23,394	20,043	22,402	84,594
Corporate	(507)	464	(802)	2,928	2,083
Total	<u>\$ 25,836</u>	<u>\$ 135,602</u>	<u>\$ 195,593</u>	<u>\$ 165,329</u>	<u>\$ 522,360</u>
Unit shipments by product line:					
Heritage Aggregates Product Line:					
Aggregates tons - external customers	23,719	37,417	38,981	32,389	132,506
Internal aggregates tons used in other product lines	900	1,557	1,707	1,434	5,598
Total heritage aggregate tons	<u>24,619</u>	<u>38,974</u>	<u>40,688</u>	<u>33,823</u>	<u>138,104</u>
Acquisitions:					
Aggregates tons - external customers	-	-	3,174	2,541	5,715
Internal aggregates tons used in other product lines	-	-	1,245	986	2,231
Total acquisition aggregate tons	<u>-</u>	<u>-</u>	<u>4,419</u>	<u>3,527</u>	<u>7,946</u>
Asphalt tons - external customers	248	458	476	326	1,508
Internal asphalt tons used in road paving business	78	492	777	460	1,807
Total asphalt tons	<u>326</u>	<u>950</u>	<u>1,253</u>	<u>786</u>	<u>3,315</u>
Ready Mixed Concrete - cubic yards:					
Heritage	407	552	580	493	2,032
Acquisitions	-	-	1,466	1,280	2,746
Total cubic yards	<u>407</u>	<u>552</u>	<u>2,046</u>	<u>1,773</u>	<u>4,778</u>
Cement tons - external customers	-	-	1,272	1,048	2,320
Internal cement tons used in other product lines	-	-	253	252	505
Total Cement tons	<u>-</u>	<u>-</u>	<u>1,525</u>	<u>1,300</u>	<u>2,825</u>
Average unit sales price by product line (including internal sales)					
Heritage:					
Aggregates	\$ 10.82	\$ 11.00	\$ 11.09	\$ 11.30	\$ 11.07
Asphalt	<u>\$ 42.26</u>	<u>\$ 42.06</u>	<u>\$ 41.24</u>	<u>\$ 39.60</u>	<u>\$ 41.26</u>
Ready Mixed Concrete	<u>\$ 89.27</u>	<u>\$ 92.23</u>	<u>\$ 94.72</u>	<u>\$ 96.02</u>	<u>\$ 93.27</u>