

MARTIN MARIETTA MATERIALS, INC.

Margin Reconciliations

(Dollars in millions)

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
Consolidated Gross Margin in Accordance with Generally Accepted Accounting Principles	2017	2016	2017	2016
Gross profit	\$ 274.1	\$ 247.4	\$ 421.2	\$ 392.7
Total revenues	\$ 1,063.5	\$ 977.3	\$ 1,907.4	\$ 1,766.0
Gross margin	25.8%	25.3%	22.1%	22.2%
	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
Consolidated Gross Margin Excluding Freight and Delivery Revenues	2017	2016	2017	2016
Gross profit	\$ 274.1	\$ 247.4	\$ 421.2	\$ 392.7
Total revenues	\$ 1,063.5	\$ 977.3	\$ 1,907.4	\$ 1,766.0
Less: Freight and delivery revenues	(67.2)	(61.9)	(119.4)	(116.6)
Net sales	\$ 996.3	\$ 915.4	\$ 1,788.0	\$ 1,649.4
Gross margin excluding freight and delivery revenues	27.5%	27.0%	23.6%	23.8%

MARTIN MARIETTA MATERIALS, INC.
Margin Reconciliations
(Dollars in millions)

Building Materials Business Gross Margin in Accordance with Generally Accepted Accounting Principles

Gross profit
Total revenues
Gross margin

Three Months Ended June 30,		Six Months Ended June 30,	
2017	2016	2017	2016
\$ 250.2	\$ 227.3	\$ 375.3	\$ 353.5
\$ 993.5	\$ 913.7	\$ 1,768.8	\$ 1,638.2
25.2%	24.9%	21.2%	21.6%

Building Materials Business Gross Margin Excluding Freight and Delivery Revenues

Gross profit
Total revenues
Less: Freight and delivery revenues
Net sales
Gross margin excluding freight and delivery revenues

Three Months Ended June 30,		Six Months Ended June 30,	
2017	2016	2017	2016
\$ 250.2	\$ 227.3	\$ 375.3	\$ 353.5
\$ 993.5	\$ 913.7	\$ 1,768.8	\$ 1,638.2
(61.8)	(57.1)	(108.6)	(107.2)
\$ 931.7	\$ 856.6	\$ 1,660.2	\$ 1,531.0
26.8%	26.5%	22.6%	23.1%

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(Dollars in millions)

Southeast Group Gross Margin in Accordance with Generally Accepted Accounting Principles

Gross profit
Total revenues
Gross margin

Three Months Ended		Six Months Ended	
June 30,		June 30,	
2017	2016	2017	2016
\$ 18.9	\$ 15.6	\$ 33.2	\$ 25.9
\$ 92.3	\$ 87.6	\$ 182.6	\$ 159.3
20.5%	17.8%	18.2%	16.3%

Southeast Group Gross Margin Excluding Freight and Delivery Revenues

Gross profit
Total revenues
Less: Freight and delivery revenues
Net sales
Gross margin excluding freight and delivery revenues

Three Months Ended		Six Months Ended	
June 30,		June 30,	
2017	2016	2017	2016
\$ 18.9	\$ 15.6	\$ 33.2	\$ 25.9
\$ 92.3	\$ 87.6	\$ 182.6	\$ 159.3
(3.8)	(4.9)	(7.4)	(9.3)
\$ 88.5	\$ 82.7	\$ 175.2	\$ 150.0
21.3%	18.9%	19.0%	17.3%

MARTIN MARIETTA MATERIALS, INC.**Margin Reconciliations**

(Dollars in millions)

Magnesia Specialties Business Gross Margin in Accordance with Generally Accepted Accounting PrinciplesGross profit
Total revenues
Gross margin

Three Months Ended June 30,	
2017	2016
\$ 23.6	\$ 21.7
\$ 70.0	\$ 63.6
33.7%	34.1%

Six Months Ended June 30,	
2017	2016
\$ 45.9	\$ 44.7
\$ 138.6	\$ 127.8
33.1%	35.0%

Magnesia Specialties Business Gross Margin Excluding Freight and Delivery RevenuesGross profit
Total revenues
Less: Freight and delivery revenues
Net sales
Gross margin excluding freight and delivery revenues

Three Months Ended June 30,	
2017	2016
\$ 23.6	\$ 21.7
\$ 70.0	\$ 63.6
(5.4)	(4.8)
\$ 64.6	\$ 58.8
36.6%	36.9%

Six Months Ended June 30,	
2017	2016
\$ 45.9	\$ 44.7
\$ 138.6	\$ 127.8
(10.8)	(9.4)
\$ 127.8	\$ 118.4
35.9%	37.8%