Martin Marietta
Third Quarter 2014

Supplemental Financial Information

October 28, 2014

Martin Marietta

Disclaimer

Statement Regarding Safe Harbor for Forward-Looking Statements

This presentation may contain forward-looking statements, that is, information related to future, not past, events. Like other businesses, Martin Marietta is subject to risks and uncertainties which could cause its actual results to differ materially from its projections or that could cause forward-looking statements to prove incorrect. Except as legally required, Martin Marietta undertakes no obligation to publicly update or revise any forward-looking statements, whether resulting from new information, future developments or otherwise. Please refer to the legal disclaimers contained in Martin Marietta's most recent Annual Report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K, which have been filed with the Securities and Exchange Commission and are readily available on the Internet at www.sec.gov.

Non-GAAP Financial Terms

These slides contain certain "non-GAAP financial terms" which are defined in the Appendix. Reconciliations of non-GAAP terms to the closest GAAP term are also provided in the Appendix.

Heritage Martin Marietta

For the 3-months ended September 30, 2014 (in millions of dollars)	Q3 2014	Q3 2013	Variance – Favorable (Unfavorable)
Net sales	$ 644.4	$ 600.5	$ 43.9
Freight and delivery revenues	71.8	64.8	7.0
Total revenues	716.2	665.3	50.9
Cost of sales	482.4	457.4	(25.0)
Freight and delivery costs	71.8	64.8	(7.0)
Total cost of revenues	554.2	522.2	(32.0)
Gross profit	162.0	143.1	18.9
Selling, general & administrative expenses	32.6	37.1	4.5
Acquisition-related expenses, net	--	0.1	0.1
Other operating (income) expense, net	6.0	(2.9)	(8.9)
Earnings from operations	$ 123.4	$ 108.8	$ 14.6

Heritage Operations - Product Line Metrics

For the 3-months ended September 30, 2014 compared with prior-year quarter	Volume Variance	Price Variance
Aggregates product line		
Mid-America Group	1.6%	3.7%
Southeast Group	(0.3%)	5.5%
West Group	5.2%	8.3%
Heritage aggregates product line	2.7%	5.1%
Asphalt	2.3%	(1.2%)
Ready mixed concrete	16.9%	13.5%

Acquired Operations

For the 3- and 9-months ended September 30, 2014 (in millions of dollars)	Aggregates	Ready Mixed Concrete	Cement	Corporate	Total Acquired Operations
Net Sales	$36.8	$127.2	$109.5	-	$273.5
Gross Profit	$0.3	$9.7	$24.2	$(0.6)	$33.6
Gross Margin, as a percentage of net sales*	*Not meaningful*	7.6%	22.1%	*Not meaningful*	12.3%
Adjusted Gross Profit*	$7.5	$9.7	$27.9	$(0.6)	$44.5
Adjusted Gross Margin, as a percentage of net sales*	20.3%	7.6%	25.5%	*Not meaningful*	16.3%

** Definitions of non-GAAP financial terms and reconciliations to the closest GAAP term are provided in the Appendix.*

Acquired Operations - Product Line Metrics

For the 3-months ended September 30, 2014 (volume in 000s)	Volume	Price
Aggregates – external customers	3,174	
Internal aggregates used in other product lines	1,245	
Total aggregates (measured in tons)	4,419	$ 11.83
Ready mixed concrete (measured in cubic yards)	1,466	$ 86.10
Cement – external customers	1,272	
Internal cement used in other product lines	253	
Total cement (measured in tons)	1,525	$ 85.95

Consolidated Adjusted Earnings from Operations

For the 3-months ended September 30, 2014 (in millions of dollars)		
Earnings from operations, Q3 2013		$108.8
Gross profit (loss):		
Aggregates Product Line:		
Volume strength	$45.2	
Pricing strength	22.4	
Adjusted cost increases, net	(49.3)	
Increase in aggregates product line adjusted gross profit*	18.3	
Aggregates-related downstream product lines	18.2	
Cement	27.9	
Specialty Products	0.1	
Corporate	(1.1)	
Increase in consolidated adjusted gross profit		63.4
Increase in selling, general & administrative expenses		(11.3)
Change in other operating income, net		(7.9)
Adjusted earnings from operations, Q3 2014*		$153.0

** Definitions of non-GAAP financial terms and reconciliations to the closest GAAP term are provided in the Appendix.*

Purchase Price Allocation

(in thousands of dollars)		
Assets:		
Cash and cash equivalents	$ 59,887	
Receivables	161,437	
Inventory	132,972	
Property, plant and equipment	1,608,305	
Intangible assets, other than goodwill	559,327	
Goodwill	1,457,043	
Other assets, current and noncurrent	121,197	
Total assets	4,100,168	
Liabilities	1,343,234	
Total consideration	$ 2,756,934	

Accounts listed above are subject to ongoing purchase accounting adjustments. Therefore, the measurement period remains open as of September 30, 2014.

Appendix: Definitions and Reconciliations of Non-GAAP Measures

Gross margin, as a percentage of net sales represents a non-GAAP measure. Martin Marietta presents this ratio calculated based on net sales, as it is consistent with the basis by which management reviews the Corporation's results. Further, management believes it is consistent with the basis by which investors analyze the Corporation's results, given that freight and delivery revenues and costs represent pass-throughs and have no profit markup. Gross margin calculated as a percentage of total revenues represents the most directly comparable financial measure calculated in accordance with generally accepted accounting principles (GAAP).

Adjusted gross profit and adjusted gross margin, as a percentage of net sales represent non-GAAP measures as they exclude the impact of the one-time markup of inventory to fair value as part of accounting for the Texas Industries, Inc. (TXI) acquisition. Martin Marietta presents this information for investors and analysts to evaluate the Corporation's financial results without the impact of this non-recurring item as this will improve the period-to-period and peer-to-peer comparability of financial results.

Adjusted earnings from operations represents a non-GAAP measure as it excludes the one-time markup of inventory to fair value as part of accounting for the TXI acquisition and acquisition-related expenses, net, related to the TXI acquisition. Acquisition-related expenses, net, consist of acquisition integration expenses and the nonrecurring gain on the sale of a quarry in Oklahoma and two rail yards in Texas related to the TXI acquisition. Martin Marietta presents this information for investors and analysts to evaluate the Corporation's financial results without the impact of these non-recurring items as this will improve the period-to-period and peer-to-peer comparability of financial results.

Appendix: Definitions and Reconciliations of Non-GAAP Measures

For the 3- and 9-months ended September 30, 2014 (in millions of dollars)	Total Acquired Operations
Gross margin in accordance with GAAP – Acquired Operations	
Gross profit	$ 33.6
Total revenues	$ 287.5
Gross margin	11.7%
Gross margin, as a percentage of net sales – Acquired Operations	
Gross Profit	$ 33.6
Total revenues	$ 287.5
Less: freight and delivery revenues	(14.0)
Net sales	$ 273.5
Gross margin, as a percentage of net sales	12.3%

Appendix: Definitions and Reconciliations of Non-GAAP Measures

For the 3- and 9-months ended September 30, 2014 (in millions of dollars)	Total Acquired Operations
Gross profit in accordance with GAAP – Acquired Operations	$ 33.6
Gross profit in accordance with GAAP	$ 33.6
Impact of one-time markup of inventory to fair value as part of accounting for TXI acquisition	10.9
Adjusted gross profit	$ 44.5
Total revenues	$ 287.5
Less: freight and delivery revenues	(14.0)
Net sales	$ 273.5
Adjusted gross margin, as a percentage of net sales	16.3%

Appendix: Definitions and Reconciliations of Non-GAAP Measures

For the 3- months ended September 30, 2014 (in millions of dollars)	
Earnings from Operations in accordance with GAAP – Consolidated	$ 116.0
Earnings from Operations in accordance with GAAP	$ 116.0
Impact of one-time markup of inventory to fair value as part of accounting for TXI acquisition	10.9
Acquisition-related expenses, net	26.1
Adjusted earnings from operations	$ 153.0

Thank you for your interest in Martin Marietta. For additional information, please visit www.martinmarietta.com.