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, including the risks and uncertainties discussed 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. 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.

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.
The right people with the right assets;

driving operational excellence against the right strategic plan;

with a relentless focus on driving shareholder value.
FOUNDATION
TRANSFORMATION
VALUE
THE PATH FORWARD
Safety and ethics are the foundational elements of Martin Marietta
World-Class Safety

TOTAL INCIDENT INJURY RATE ¹

Data current as of 12/31/16

¹ Total Incident Injury Rate per 200,000 man hours worked.
² Reported per the National Stone, Sand and Gravel Association (NSSGA) and the U.S. Bureau of Labor Statistics (BLS).
Sustainability Focuses on Well-Being
FOUNDATION

TRANSFORMATION

VALUE

THE PATH FORWARD
Strategic Operating Analysis and Review (SOAR)

- Expand
- Target
- Protect
- Exit
- Hold

Extensive market-by-market evaluation
## SOAR 2010 Key Accomplishments

<table>
<thead>
<tr>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOAR Process Launch</td>
<td>Tausch Acquisition</td>
<td>New Kiln at Specialty Products</td>
<td>Atlanta Acquisition</td>
<td>Texas Industries Acquisition</td>
</tr>
<tr>
<td>Port Canaveral, FL</td>
<td>River/Colorado Swap</td>
<td>Bird Hill Trap</td>
<td></td>
<td>Gregory Yard Expansion</td>
</tr>
<tr>
<td>Marine Terminal</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loamy Sand &amp; Gravel</td>
<td>Suburban Ready Mix Acquisition</td>
<td>Avard, OK</td>
<td></td>
<td>Medina Rock &amp; Rail</td>
</tr>
<tr>
<td>Acquisition (SC)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kansas City Rail Yard</td>
<td>Texas Millet Yard</td>
<td></td>
<td></td>
<td>Boral – Davis, OK Acquisition</td>
</tr>
</tbody>
</table>

**TRANSFORMATION**
## SOAR 2010 Key Accomplishments

<table>
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<tr>
<th>Year</th>
<th>2010</th>
<th>2011</th>
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<th>2014</th>
</tr>
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<td>Texas Industries Acquisition</td>
</tr>
<tr>
<td></td>
<td>Port Canaveral, FL Marine Terminal</td>
<td>River/Colorado Swap</td>
<td>Bird Hill Trap Rock Greenfield</td>
<td>Gregory Yard Expansion</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Loamy Sand &amp; Gravel Acquisition (SC)</td>
<td>Suburban Ready Mix Acquisition</td>
<td>Avard, OK Rail Yard</td>
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<td></td>
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<td>Texas Millet Yard</td>
<td></td>
<td>Boral – Davis, OK Acquisition</td>
<td></td>
</tr>
</tbody>
</table>
Validated the Success of SOAR 2010

<table>
<thead>
<tr>
<th></th>
<th>2010'</th>
<th></th>
<th>2016'</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Martin Marietta Materials</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Sales</td>
<td>$1.6 billion</td>
<td></td>
<td>$3.6 billion</td>
<td></td>
</tr>
<tr>
<td>Earnings from Operations</td>
<td>$196 million</td>
<td></td>
<td>$667 million</td>
<td></td>
</tr>
<tr>
<td>Market Capitalization</td>
<td>$4.2 billion</td>
<td></td>
<td>$14.0 billion</td>
<td></td>
</tr>
<tr>
<td>Earnings Per Diluted Share</td>
<td>$2.10</td>
<td></td>
<td>$6.63</td>
<td></td>
</tr>
</tbody>
</table>

¹ As of December 31

TRANSFORMATION

TRANSFORMATION

$14.6 billion Market Capitalization as of November 15, 2016
Strategically Positioned
Aligning Key Value Drivers

Key Value Drivers

AGGREGATES
AGGREGATES-LED
CEMENT
STRATEGIC CEMENT
DOWNSTREAM PRODUCTS
TARGETED DOWNSTREAM PRODUCTS

EXPANDED PLATFORM FOR GROWTH
Geography Still Matters
## Where You Are Matters

<table>
<thead>
<tr>
<th>MARKET ATTRACTIVENESS DRIVER</th>
<th>ADVANTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population growth</td>
<td>Increased per capita aggregates consumption</td>
</tr>
<tr>
<td>Market economic diversity</td>
<td>Market stability</td>
</tr>
<tr>
<td>Superior state financial position</td>
<td>Supports infrastructure growth</td>
</tr>
<tr>
<td>Population density</td>
<td>Large infrastructure network leads to increased repair &amp; maintenance expenditures</td>
</tr>
<tr>
<td>High barriers to entry</td>
<td>Protects location advantage</td>
</tr>
</tbody>
</table>
Where Is Martin Marietta Today?

Note: Percentages indicate regional markets in which Martin Marietta holds a number 1 or number 2 competitive position.
Land and Mineral Resources Support Long-Term Reserve Position

Map Source: American 2050 Regional Plan Association
Note: Shaded areas represent MLM production and sales states. Magnesia Specialties (Michigan) excluded. Years of production based on 2016 production volumes

Current shale plays

- Cascadia
- Northern California
- Southern California
- Arizona Sun Corridor
- Front Range
- Texas Triangle
- Gulf Coast
- Piedmont
- Atlantic
- Great Lakes
- Florida
- Northeast
- Gulf Coast

~100 years
> 160 years
~ 75 years

16.2B tons of reserves
~ 100 years of production

SEC Form 10-K for December 31, 2016
SOAR: A Colorado Case Study

Trading the River for the Rockies

Results vs. the River at Peak ¹

- 4x greater sales
- 4x greater gross profit
- 3.6x greater EBITDA
- 820 bps higher return on assets

¹ 2016 Rocky Mountain Division results versus the River Division Results in 2007

Source: 2015 Analyst and Investor Day – then current slide
Rocky Mountain Division

Division Profile

Key Performance Drivers

- Front Range houses 80% of Colorado’s population
- Fastest growing region in the country
- High demand and limited availability of coarse aggregates
- Future growth with rail access

2016 Statistics

- Over 14 million tons of aggregates
- Over 2 million cubic yards of ready mixed concrete
- Over 3 million tons of asphalt
- Nearly 900 million tons of reserves
Transforming Colorado’s Front Range

- Transition from local alluvial (sand and gravel) material market to long-haul granite market over the next 5 to 10 years
- Well-positioned to provide long-haul materials via existing northern assets and acquisitive expansion in southern Colorado
- Continued growth from Fort Collins to Pueblo

Strategic source and distribution locations need to be secured to better provide products and services to customers
Transitioning from Alluvial to Rail

- Greenfield development of aggregates rail yard, ready mix plant and asphalt plant
- Capable of railing 2 million tons of aggregates annually
- Aggregates to be sourced from MLM’s Granite Canyon Quarry
- Aim is to be operational in 2017
Establishing a Southern Colorado Platform

Rocky Mountain Materials

♦ Producer of aggregates, asphalt and ready mix in southern Colorado (3 quarries, 2 asphalt plants and 2 ready mix plants)
♦ Over 900 million permitted tons of proven and probable aggregates reserves
♦ Strategic locations
Linking Northern and Southern Colorado

- Over 50 million tons of owned alluvial and granite reserves
- Life-of-mine permit
- Potentially 200 million tons of adjacent granite reserves on Bureau of Land Management property
- Strategic locations
Transforming Colorado’s Front Range

Highway 34 Rock & Rail

RMD Aggregates Locations

Reserves depleted in 2015

~25 years

~100 years
SOAR: Strategic Expansion in the Texas Triangle

Expanding the Foundation for Growth

MARTIN MARIETTA
#2 U.S. aggregates producer

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTM Net Sales</td>
<td>$2.1bn</td>
</tr>
<tr>
<td>Employees</td>
<td>4,548</td>
</tr>
<tr>
<td>Operations</td>
<td></td>
</tr>
<tr>
<td>Key Products</td>
<td>Aggregates, ready-mix, asphalt / road paving, dolomitic lime and magnesia chemicals</td>
</tr>
</tbody>
</table>

TEXAS INDUSTRIES
#1 cement producer in Texas
#3 in California by cement capacity

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>LTM Net Sales</td>
<td>$0.8bn</td>
</tr>
<tr>
<td>Employees</td>
<td>2,040</td>
</tr>
<tr>
<td>Operations</td>
<td></td>
</tr>
<tr>
<td>Key Products</td>
<td>Aggregates, cement and ready-mix</td>
</tr>
</tbody>
</table>

Source: 2015 Analyst and Investor Day – then current slide
The Texas Triangle: Why It Matters

- Texas Triangle Region contains 71% of total Texas population or 19 million people
- Connects three of the nation’s top 10 cities via I-35, I-45 and I-10 interstate corridors
- Over 85,000 square miles
- Expect 35 million people, 70% of Texas’ population by 2050
- Major commerce corridors spurred by favorable business and tax climate
Strong Employment Growth Along Texas I-35 Corridor

Source: U.S. Bureau of Labor Statistics

2016 U.S. Employment growth posted 1.5% expansion
Positive Outlook for Texas Employment Gains Through 2020

2016 U.S. Employment Growth Rate of 1.5%

- Austin-Round Rock: 2.49%
- Dallas-Plano-Irving: 2.30%
- McAllen-Edinburg-Mission: 2.25%
- Houston-The Woodlands-Sugar Land: 2.22%
- Tyler: 2.20%
- Brownsville-Harlingen: 2.10%
- Fort Worth-Arlington: 2.10%
- San Antonio-New Braunfels: 2.07%
- Laredo: 2.04%
- Abilene: 2.00%

*Sorted by projected compound annual growth rate of wage and salary employment from 2015 to 2020. All regions refer to their respective metropolitan statistical areas with the exception of the Dallas-Plano-Irving and Fort Worth-Arlington metropolitan divisions.

Source: The Perryman Group
Why Population Growth Matters

1 Person

8-12 tons of annual aggregate demand *

* Company estimates based on aggregate demand in Texas
# Texas Triangle Population Growth Outlook

<table>
<thead>
<tr>
<th>TRIANGLE MSA's</th>
<th>2014</th>
<th>2020 ¹</th>
<th>GROWTH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dallas/Fort Worth</td>
<td>6,954</td>
<td>7,921</td>
<td>966</td>
</tr>
<tr>
<td>Houston/Beaumont</td>
<td>6,896</td>
<td>7,846</td>
<td>950</td>
</tr>
<tr>
<td>San Antonio/Austin</td>
<td>4,272</td>
<td>4,942</td>
<td>670</td>
</tr>
<tr>
<td>Central Triangle</td>
<td>928</td>
<td>1,058</td>
<td>130</td>
</tr>
<tr>
<td><strong>Totals</strong></td>
<td><strong>19,050</strong></td>
<td><strong>21,767</strong></td>
<td><strong>2,717</strong></td>
</tr>
</tbody>
</table>

¹ Data projection from Office of State Demographer - Texas State Data Center

Population in 000's
Why Texas Triangle Population Growth Matters

2.7 Million people

22-33 Million tons of annual aggregate demand *

* Company estimates based on aggregate demand in Texas
Texas Department of Transportation Funding

TxDOT announced plans to spend at least $66B over next 10 years.
Positive Texas Nonresidential Fundamentals

Labor Market
- Strong employment growth along the I-35 corridor
- I-35 corridor growth in office-using employment (professional, information, and financial services)

Office Space Demand
- Headquarter relocations
- Corporate campus expansions
- Low vacancy rates and increasing leasing rates

Industrial Expansion
- Houston’s east side petro chemical industry growth
- Gulf Coast LNG facilities expansion
- I-35 corridor warehouse and distribution centers
Texas Housing Market Continues to Grow

Source: U.S. Bureau of Census and Real Estate Center at Texas A&M University
Texas Construction Market Outlook Remains Bright

- Texas economic conditions are much different than the mid-1980s recessionary dynamics
- The energy consuming I-35 Corridor markets have less or minimal dependency on the energy producing sector; continue to demonstrate healthy growth
- Strong multi-year industrial expansion fueled by large LNG and petro chemical projects along the Gulf Coast
- Robust infrastructure investment program with additional funding boost provided by Proposition 7 beginning fiscal year 2018
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Full-Year 2016 Record Consolidated Operating Results

Record net sales of $3.6 billion

Record gross profit of $909.0 million

Record net sales and gross profits with less than 80% of peak volumes

- **Net Sales**:
  - dollars in billions
  - 2007: $2.0B
  - Trough: $1.5B
  - 2016: $3.6B

- **Gross Profit**:
  - dollars in millions
  - 2007: $569.2M
  - Trough: $298.9M
  - 2016: $909.0M

- **Aggregate Volumes**:
  - volumes in millions
  - 2005: 205M
  - Trough: 125M
  - 2016: 159M
Value

Second-Quarter Consolidated Operating Results

Net Sales

- Q2 2013: $509M
- Q2 2014: $602M
- Q2 2015: $850M
- Q2 2016: $915M
- Q2 2017: $996M

Gross Profit

- Q2 2013: $107M
- Q2 2014: $136M
- Q2 2015: $203M
- Q2 2016: $247M
- Q2 2017: $274M

Earnings Per Diluted Share

- Q2 2013: $0.89
- Q2 2014: $1.27
- Q2 2015: $1.22
- Q2 2016: $1.90
- Q2 2017: $2.25

Gross Profit Margin (excluding freight & delivery revenues)

- Q2 2013: 21.0%
- Q2 2014: 22.5%
- Q2 2015: 23.9%
- Q2 2016: 27.0%
- Q2 2017: 27.5%

Note: 2015 includes the California cement operations sold in September 2015.

1 Reflects the adoption of ASU 2017-07, Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost.
### Full-Year Consolidated Operating Results

<table>
<thead>
<tr>
<th>Year</th>
<th>Net Sales</th>
<th>Gross Profit</th>
<th>Earnings Per Diluted Share</th>
<th>Gross Profit Margin (as a % of net sales)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$1,839M</td>
<td>$327M</td>
<td>$1.83</td>
<td>17.8%</td>
</tr>
<tr>
<td>2013</td>
<td>$1,946M</td>
<td>$364M</td>
<td>$2.61</td>
<td>18.7%</td>
</tr>
<tr>
<td>2014</td>
<td>$2,679M</td>
<td>$522M</td>
<td>$2.71</td>
<td>19.5%</td>
</tr>
<tr>
<td>2015</td>
<td>$3,268M</td>
<td>$722M</td>
<td>$4.29</td>
<td>22.1%</td>
</tr>
<tr>
<td>2016</td>
<td>$3,577M</td>
<td>$909M</td>
<td>$6.63</td>
<td>25.4%</td>
</tr>
</tbody>
</table>

Note: Net sales, gross profit, earnings per diluted share and gross profit margin presented as originally presented. Further, 2014 and 2015 include the California cement operations sold in September 2015.
Macroeconomic Drivers Support Construction-Centric Growth

Southeastern economic recovery

Growing population

<table>
<thead>
<tr>
<th>Rank</th>
<th>2030 State Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>California</td>
</tr>
<tr>
<td>2</td>
<td>Texas</td>
</tr>
<tr>
<td>3</td>
<td>Florida</td>
</tr>
<tr>
<td>4</td>
<td>New York</td>
</tr>
<tr>
<td>5</td>
<td>Illinois</td>
</tr>
<tr>
<td>6</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>7</td>
<td>North Carolina</td>
</tr>
<tr>
<td>8</td>
<td>Georgia</td>
</tr>
<tr>
<td>9</td>
<td>Ohio</td>
</tr>
<tr>
<td>10</td>
<td>Arizona</td>
</tr>
</tbody>
</table>

Growth in GDP; 10-year CAGR (%)


Projected US Population, 2030
Source: US Census Bureau

Growth in GDP, 10-year CAGR (%)

VALUE
Key Q2 2017 Trends in Martin Marietta Segments

- Net sales improvement of 11.4%, or $58.5 million, led by Rocky Mountain and Cement & Southwest Ready Mix Divisions.
- Rocky Mountain contributed $32.3 million to net sales increase due to strong markets:
  - Aggregates - $5.5 million increase driven by 11% higher volume and pricing increase of 6%
  - Ready Mixed Concrete - $4.2 million increase in net sales due to 3% volume growth and pricing improvement of 3%
  - Asphalt/Paving - $22.5 million increase in net sales, or 26%, was driven by increased asphalt volume and pricing and high pacing demand
- Aggregates volume increased 1.4% in Southwest Division, with volume gains in Houston and Central Texas partially offset by decreases in South Texas and Arkansas Districts.
- Cement net sales were $11.6 million higher, or +13%. $6.7 million of the increase was driven by increased volume, while the remaining $4.9 million is related to favorable pricing.
- Strategic acquisitions benefited West Group, adding $23.5 million to net sales.
- Gross margin was consistent with prior-year performance, with increases in Rocky Mountain and Cement offsetting reduced Southwest margin resulting from increased internal transfer cost and repair expenses.

- Volume increase of 398 tons (+2%) was driven by double-digit volume growth in the Mideast Division (+13%) mostly offset by weather-driven declines in the Mid-Division.
  - Pricing increase was led by the Mideast and Midwest Divisions and added approximately $6.3 million to net sales.
  - Total net sales increased by $10.9 million or 4.2%.
  - Lower inventory reserve requirements and a favorable inventory standard impact improved Mid-Atlantic Division gross margin by 160 basis points and led to an improvement in the Mid-America Group gross margin of 70 basis points to 36.5% of net sales.
- Despite weather-driven volume decline of 172K tons, strong pricing increased net sales $5.8 million.
- Gross profit increased 240 basis points to 21.3%, driven by pricing improvements and partially offset by increased internal transfer costs.
- Net sales improved $5.7 million, or 9.7%, with growth most significant in the Chemicals product line.
- Gross profit increased $1.9 million, or 8.8%, due to additional sales volume. Expected downtime repairs reduced gross margin by 30 basis points.
### 2017 Outlook by End Market

<table>
<thead>
<tr>
<th>End Market</th>
<th>Description</th>
<th>GROWTH RATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Infrastructure</td>
<td>State department of transportation initiatives drive growth.</td>
<td>Mid-single digits</td>
</tr>
<tr>
<td></td>
<td>New federal and state monies expected in 2017, with more meaningful impact from the FAST Act in the second half of the year.</td>
<td></td>
</tr>
<tr>
<td>Nonresidential</td>
<td>Both industrial and commercial sectors expected to increase.</td>
<td>Low- to Mid-single digits</td>
</tr>
<tr>
<td>Residential</td>
<td>2016 single-family housing permits drive 2017 consumption.</td>
<td>Mid- to High-single digits</td>
</tr>
<tr>
<td></td>
<td>Top 10 for gains in single-family housing starts includes Florida, Texas, North Carolina, Georgia, South Carolina and Colorado.</td>
<td></td>
</tr>
<tr>
<td>ChemRock/Rail</td>
<td>Ballast demand dependent on railroad activity.</td>
<td>Stable</td>
</tr>
</tbody>
</table>

¹ Growth rate as compared to prior comparable period
Federal Infrastructure Funding... A Decade in the Making

HIGHWAY BILL BENEFITS

- Multi-year highway bill passed
- Funding certainty and project visibility
- Enable long-term planning
- Strengthens state infrastructure spending initiatives
- New construction more aggregates intensive
- Stimulates rural market transportation construction

Fixing America’s Surface Transportation Act, “The FAST Act”
Increased Funding Drives Aggregates Consumption

FAST Act drives an estimated 114 million tons of incremental aggregates consumption
State-Level Infrastructure Funding Initiatives

$6.2 billion of funding initiatives approved November 8, 2016 in Top 5 MLM states
Focus on Increased Federal Infrastructure Funding vs. Financing

Federal Tax Reform

Trump Infrastructure Platform

United States Electoral Map, November 8, 2016
Nonresidential and Residential Construction Trends

Steady annual growth
### Ongoing Multi-Year Industrial Construction Expansion

**Population and energy dynamics continue to draw mega projects to Texas and the Gulf Coast**

<table>
<thead>
<tr>
<th>Project</th>
<th>Project Cost ($millions)</th>
<th>Aggregates</th>
<th>Est. Volume</th>
<th>Est. Start</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sabine Pass</td>
<td>$ 1,000</td>
<td>--</td>
<td>100K yards</td>
<td>2H 2017</td>
<td>Awaiting Final Investment Decision (FID)</td>
</tr>
<tr>
<td>Lake Charles LNG</td>
<td>6,000</td>
<td>1M tons</td>
<td>325K yards</td>
<td>Q3 2017</td>
<td>Awaiting FID</td>
</tr>
<tr>
<td>Golden Pass LNG</td>
<td>10,000</td>
<td>5M tons</td>
<td>400K yards</td>
<td>Q4 2017</td>
<td>To be awarded Q4 2017</td>
</tr>
<tr>
<td>Calcasieu Pass</td>
<td>5,000</td>
<td>2.5M tons</td>
<td>260K yards</td>
<td>Q1 2018</td>
<td>Awaiting FID</td>
</tr>
<tr>
<td>Quintana Freeport LNG</td>
<td>1,000</td>
<td>1M tons</td>
<td>100K yards</td>
<td>Q1 2018</td>
<td>Awaiting FID</td>
</tr>
<tr>
<td>Rio Grande LNG</td>
<td>8,000</td>
<td>2M tons</td>
<td>220K yards</td>
<td>Q2 2018</td>
<td>Awaiting FID</td>
</tr>
<tr>
<td>Magnolia LNG</td>
<td>6,500</td>
<td>1M tons</td>
<td>280K yards</td>
<td>Q4 2018</td>
<td>Awaiting FID</td>
</tr>
<tr>
<td>Driftwood LNG</td>
<td>8,000</td>
<td>6M tons</td>
<td>500K yards</td>
<td>Q4 2018</td>
<td>Awaiting Final FERC Permit and FID</td>
</tr>
<tr>
<td>Port Arthur LNG</td>
<td>10,000</td>
<td>4.5M tons</td>
<td>350K yards</td>
<td>Q1 2019</td>
<td>Awaiting Final FERC Permit and FID</td>
</tr>
<tr>
<td>Texas LNG</td>
<td>6,000</td>
<td>TBD</td>
<td>TBD</td>
<td>2019</td>
<td>Awaiting Final FERC Permit and FID</td>
</tr>
<tr>
<td><strong>Total Projects</strong></td>
<td><strong>$ 61,500</strong></td>
<td><strong>23M tons</strong></td>
<td><strong>2.5M yards</strong></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
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Early Cycle Aggregates Volume Recovery

Based on the midpoint of 2017 guidance, heritage aggregates volumes ~70 percent of peak
2017 Outlook

Based on the midpoint of 2017 guidance:

- Net sales of $3.85 billion; growth of 8 percent year-over-year
- Gross profit of $1.05 billion; growth of 15 percent year-over-year
- EBITDA of $1.09 billion; growth of 12 percent year-over-year

---

1 As reported adjusted EBITDA is presented for 2014 and 2015.
The Next Five-Year End Market Trend

<table>
<thead>
<tr>
<th>Infrastructure</th>
<th>2017 Outlook</th>
<th>Next Five-Year Trend</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Steady growth supports trend</td>
</tr>
<tr>
<td>Nonresidential</td>
<td></td>
<td>Mid-single digit annual growth</td>
</tr>
<tr>
<td>Residential</td>
<td></td>
<td>Mid-single digit annual growth</td>
</tr>
<tr>
<td>ChemRock/Rail</td>
<td></td>
<td>Steady growth towards 1.4 million starts</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Neutral</td>
</tr>
</tbody>
</table>

Steady growth supports trend
<table>
<thead>
<tr>
<th>PRIORITY</th>
<th>FORWARD VIEW</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquisitions</td>
<td>Execution against strategic assessment</td>
</tr>
<tr>
<td>Organic Capital Investment</td>
<td>Above maintenance level of capital spending expected over long range operating plan horizon</td>
</tr>
<tr>
<td>Return of Cash to Shareholders</td>
<td></td>
</tr>
<tr>
<td>Dividends</td>
<td>Earnings payout practice of 25% to 30% over a 10-year cycle</td>
</tr>
<tr>
<td>Share Repurchases</td>
<td>Repurchase authorization of 20.0M shares; 14.6M shares remaining as of June 30, 2017</td>
</tr>
</tbody>
</table>
Announced acquisition of Bluegrass Materials Company for $1.625 billion on June 26, 2017

Bluegrass is the largest privately-owned, pure-play aggregates business in the United States

Investment highlights:
- Complements existing southeastern U.S. footprint while providing existing customers expanded product offerings
- Accesses new customers with expanded product offerings
- Provides strategic new growth platform in Maryland
- Provides new platform with leading positions in Bowling Green and eastern Kentucky
- Offers replacements for leased reserves that have an upcoming lease expiration
- Cost efficiencies from synergies

Transaction anticipated to be accretive to earnings per diluted share and cash flow in first full year after closing, which is currently expected to occur during Q4 2017

Note: Shaded areas represent U.S. megaregions as defined by America 2050.
Return of Cash Through Sustained, Meaningful Dividend

Earnings Payout Target of 25% to 30% over ten-year cycle
## Return of Cash Through Share Repurchases

### Systematic Structured Share Repurchase

- Target a 20 million share buyback

| Leverage                  | ◆ Target 2.0x to 2.5x EBITDA through cycle  
<table>
<thead>
<tr>
<th></th>
<th>◆ Preserve financial flexibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liquidity</td>
<td>◆ Free cash flow after dividends</td>
</tr>
<tr>
<td>Financial Impact</td>
<td>◆ Accretive</td>
</tr>
<tr>
<td>Capital Allocation Priority</td>
<td>◆ SOAR 2020 strategic opportunities</td>
</tr>
</tbody>
</table>
Share Repurchase Program in Line with Objectives

- 20 million share authorization in February 2015
- 5.4 million shares repurchased through June 30, 2017
- Maintained reasonable leverage targets
- Funded organic capital needs
- Executed against strategic acquisition targets
- Returned $1.15 billion to shareholders

1 Inclusive of share repurchases and dividends since the February 2015 announcement of the repurchase authorization.
Core Competencies Drive Forward Value Growth

- Long-haul distribution competitive advantage
- Disciplined management
- Acquisition & integration expertise
- Mining expertise
- Regulatory expertise
The Path Forward – The Next Five

- World-class safety
- Capitalize on core competencies
- Target the right growth opportunities
- Invest in capital projects that provide significant returns
- Generate value from surplus land
- Expand talent, processes and platform
- Deliver consistently against stated sustainability objectives
Where Do We Go From Here?

Building a Solid Base
1994 to 2006

Focusing on Fundamentals
2007 to 2010

Expanding the Platform
2011 to 2015

Strengthening our Outlook
2016 to 2020

Leading aggregates producer in the U.S.

Colorado and Atlanta

SOAR 2020
**APPENDIX**

**Gross margin (excluding freight and delivery revenues)** 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).

**Earnings before interest, income taxes, depreciation, depletion and amortization (EBITDA)** is a widely accepted financial indicator of a company’s ability to service and/or incur indebtedness. EBITDA is not defined by generally accepted accounting principles and, as such, should not be construed as an alternative to net earnings or operating cash flow. Further, 2015 adjusted EBITDA excludes the impact of the loss on the sale of the California cement business and related expenses as well as the gain on the sale of the San Antonio asphalt business. 2014 adjusted EBITDA excludes the impact of TXI acquisition-related expenses, net, and the impact of the write-up of acquired inventory to fair value.
### Reconciliations of Non-GAAP Financial Measures: Consolidated Gross Profit Margin

**APPENDIX**

<table>
<thead>
<tr>
<th>(dollars in millions)</th>
<th>Three-months ended June 30,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017&lt;sup&gt;1&lt;/sup&gt;</td>
</tr>
<tr>
<td><strong>Gross profit margin in accordance with GAAP:</strong></td>
<td></td>
</tr>
<tr>
<td>Total revenues</td>
<td>$1,063.5</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$274.1</td>
</tr>
<tr>
<td>Gross profit margin, as a percentage of total revenues</td>
<td>25.8%</td>
</tr>
<tr>
<td><strong>Gross profit margin (excluding freight and delivery revenues):</strong></td>
<td></td>
</tr>
<tr>
<td>Total revenues</td>
<td>$1,063.5</td>
</tr>
<tr>
<td>Less: freight and delivery revenues</td>
<td>(67.2)</td>
</tr>
<tr>
<td>Net sales</td>
<td>$996.3</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$274.1</td>
</tr>
<tr>
<td>Gross profit margin (excluding freight and delivery revenues)</td>
<td>27.5%</td>
</tr>
</tbody>
</table>

<sup>1</sup> Reflects the adoption of ASU 2017-07, Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost.
Reconciliations of Non-GAAP Financial Measures: Consolidated Gross Profit Margin

**APPENDIX**

(dollars in millions)

<table>
<thead>
<tr>
<th></th>
<th>Year-ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross profit margin in accordance with GAAP:</strong></td>
<td></td>
</tr>
<tr>
<td>Total revenues</td>
<td>$3,818.8</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$909.0</td>
</tr>
<tr>
<td>Gross profit margin, as a percentage of total revenues</td>
<td>23.8%</td>
</tr>
<tr>
<td><strong>Gross profit margin (excluding freight and delivery revenues):</strong></td>
<td></td>
</tr>
<tr>
<td>Total revenues</td>
<td>$3,818.8</td>
</tr>
<tr>
<td>Less: freight and delivery revenues</td>
<td>(242.0)</td>
</tr>
<tr>
<td>Net sales</td>
<td>$3,576.8</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$909.0</td>
</tr>
<tr>
<td>Gross profit margin (excluding freight and delivery revenues)</td>
<td>25.4%</td>
</tr>
</tbody>
</table>
## Reconciliations of Non-GAAP Financial Measures: Consolidated EBITDA

### APPENDIX

<table>
<thead>
<tr>
<th>(dollars in millions)</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net earnings attributable to Martin Marietta</td>
<td>$425.4</td>
<td>$288.8</td>
<td>$155.6</td>
<td>$121.3</td>
<td>$84.5</td>
</tr>
<tr>
<td>Add back:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest expense</td>
<td>81.7</td>
<td>76.3</td>
<td>66.1</td>
<td>53.5</td>
<td>53.3</td>
</tr>
<tr>
<td>Income tax expense for controlling interests</td>
<td>181.6</td>
<td>124.9</td>
<td>94.8</td>
<td>43.5</td>
<td>16.6</td>
</tr>
<tr>
<td>Depreciation, depletion &amp; amortization expense</td>
<td>282.9</td>
<td>260.7</td>
<td>220.5</td>
<td>171.9</td>
<td>175.5</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td><strong>$971.6</strong></td>
<td><strong>$750.7</strong></td>
<td><strong>$537.0</strong></td>
<td><strong>$390.2</strong></td>
<td><strong>$329.9</strong></td>
</tr>
<tr>
<td>Nonrecurring expenses (acquisition-related expenses, net loss on divestitures and other noncash related charge)</td>
<td>--</td>
<td>15.9</td>
<td>53.8</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Adjusted EBITDA</strong></td>
<td><strong>$971.6</strong></td>
<td><strong>$766.6</strong></td>
<td><strong>$590.8</strong></td>
<td><strong>$390.2</strong></td>
<td><strong>$329.9</strong></td>
</tr>
</tbody>
</table>