Martin Marietta
Second-Quarter 2016

Supplemental Financial Information

August 2, 2016

Disclaimer

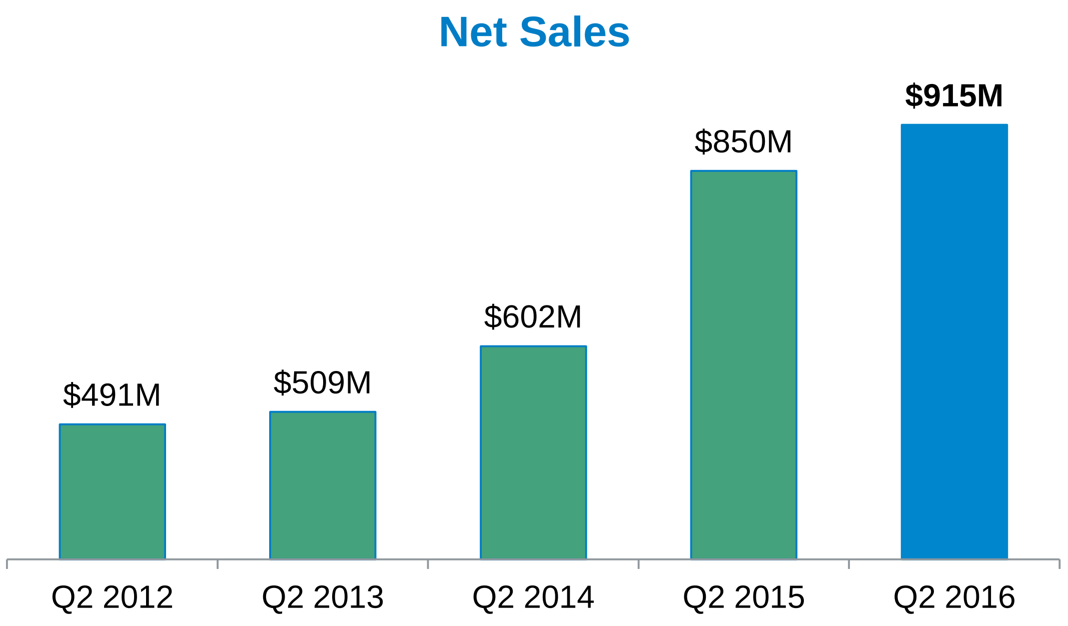
Statement Regarding Safe Harbor for Forward-Looking Statements

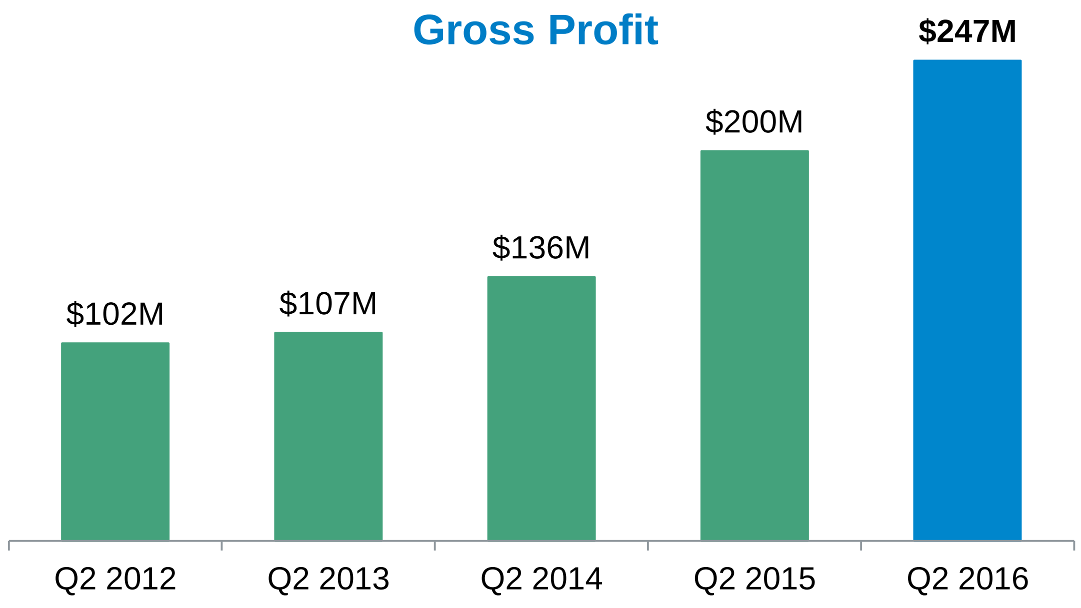
This presentation may contain forward-looking statements – that is, information related to future, not past, events. Like other businesses, Martin Marietta is subject to risks and uncertainties which could cause its actual results to differ materially from its projections or that could cause forward-looking 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.

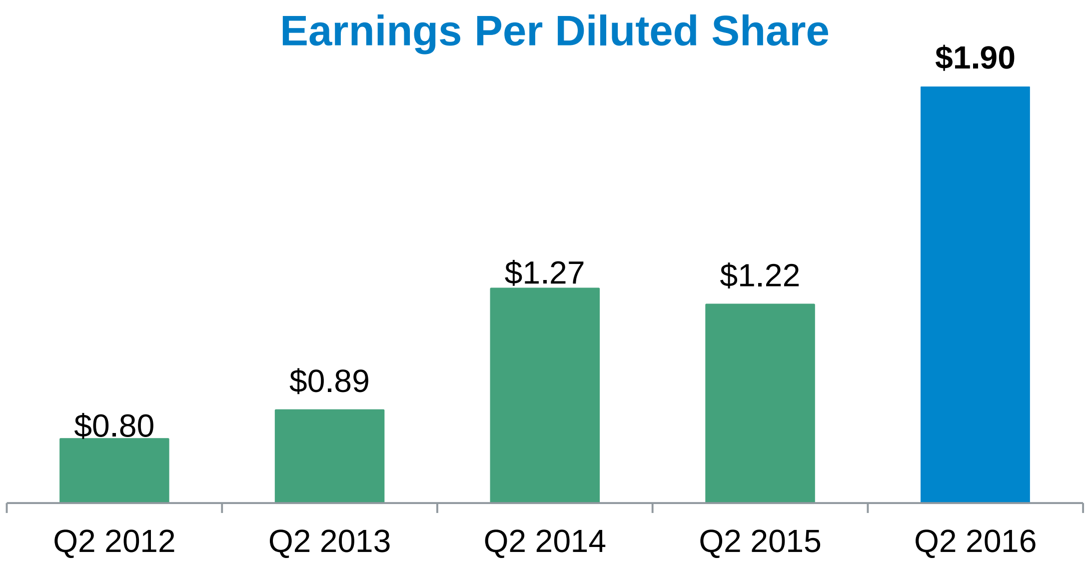
Non-GAAP Financial Terms

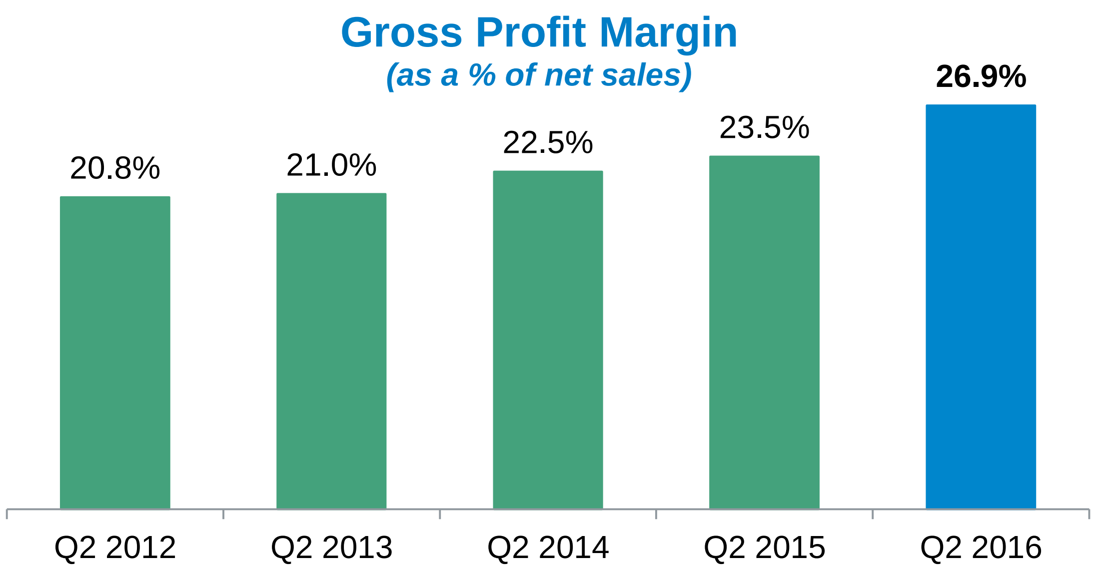
These slides contain certain "non-GAAP financial terms" which are defined in the Appendix. Reconciliations of non-GAAP terms to the closest GAAP term are also provided in the Appendix.

Second-Quarter 2016 Consolidated Operating Results









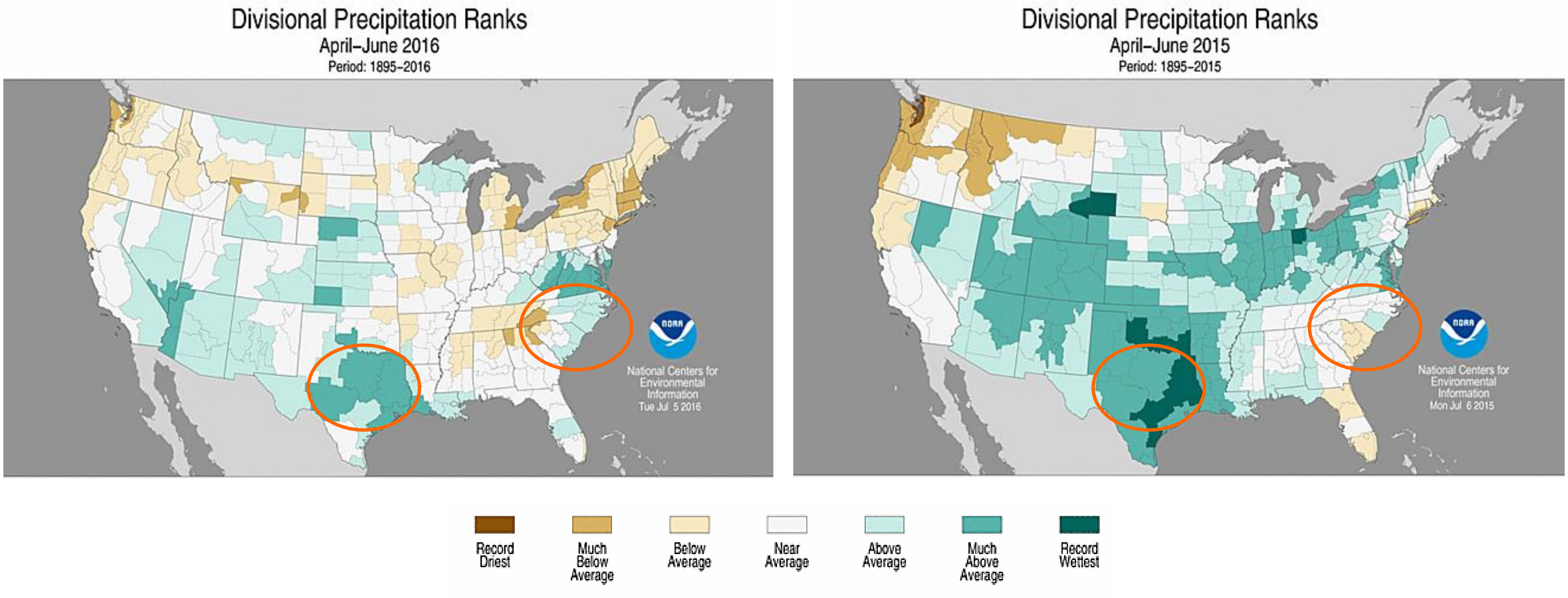
Note: Net sales, gross profit, earnings per diluted share and gross profit margin presented as reported.

Product Line Metrics

	Quarter-ended June 30, 2016		Six-months ended June 30, 2016	
	Volume Variance[1]	Price Variance[1]	Volume Variance[1]	Price Variance[1]
Aggregates product line:				
Mid-America Group	4.9%	4.2%	12.8%	4.4%
Southeast Group	1.9%	6.2%	3.5%	6.7%
West Group [2]	(2.8%)	10.0%	0.9%	10.7%
Total aggregates product line	1.3%	6.8%	6.2%	7.4%
Asphalt	4.3%	(9.4%)	(8.3%)	(8.6%)
Ready mixed concrete	23.7%	15.4%	27.1%	13.6%
Cement [3]	2.2%	(1.9%)	8.0%	0.7%

[1] *Volume and pricing variances for the quarter and six-months ended June 30, 2016 versus the comparable period in 2015.*
[2] *West Group volume and pricing variances include the recently acquired Colorado operations in the current-year periods.*
[3] *Cement volume and pricing variances exclude the California cement operations from the prior-year periods.*

Second-Quarter 2016 United States Precipitation Ranks



Cement Business Metrics

(dollars in millions)	2015					2016				
	Q1	Q2	Q3	Q4	Full Year	Q1	Q2	Q3	Q4	Full Year
Net sales:										
Texas cement operations	$ 64.1	$ 66.5	$ 80.5	$ 60.1	$ 271.2	$ 69.9	$ 59.8			
California cement operations	32.5	33.9	30.0	-	96.4	-	-	-	-	-
TOTAL	**$ 96.6**	**$ 100.4**	**$ 110.5**	**$ 60.1**	**$ 367.6**	**$ 69.9**	**$ 59.8**			
Gross (loss) profit:										
Texas cement operations	$ 23.0	$ 26.7	$ 34.8	$ 15.8	$ 100.4	$ 32.6	$ 24.0			
California cement operations	(4.0)	3.7	3.4	-	3.1	-	-	-	-	-
TOTAL	**$ 19.0**	**$ 30.4**	**$ 38.2**	**$ 15.8**	**$ 103.5**	**$ 32.6**	**$ 24.0**			
Volumes (000s external tons):										
Texas cement operations	649	626	752	569	2,596	685	578			
California cement operations	376	367	328	-	1,071	-	-	-	-	-
TOTAL	**1,025**	**993**	**1,080**	**569**	**3,667**	**685**	**578**			

2016 Outlook by End Market

GROWTH RATE

Infrastructure

- State department of transportation initiatives drive growth.
- New federal dollars expected in the second half of 2016.

\+ Mid-to-high single digits

Nonresidential

- Both heavy industrial and light commercial sectors expected to increase.

\+ High-single digits

Residential

- 2015 housing permits drive 2016 consumption.
- Top 10 for housing Starts: Florida, Texas, Colorado, Georgia and North Carolina.

\+ Double-digits

ChemRock/Rail

- Ballast construction dependent.

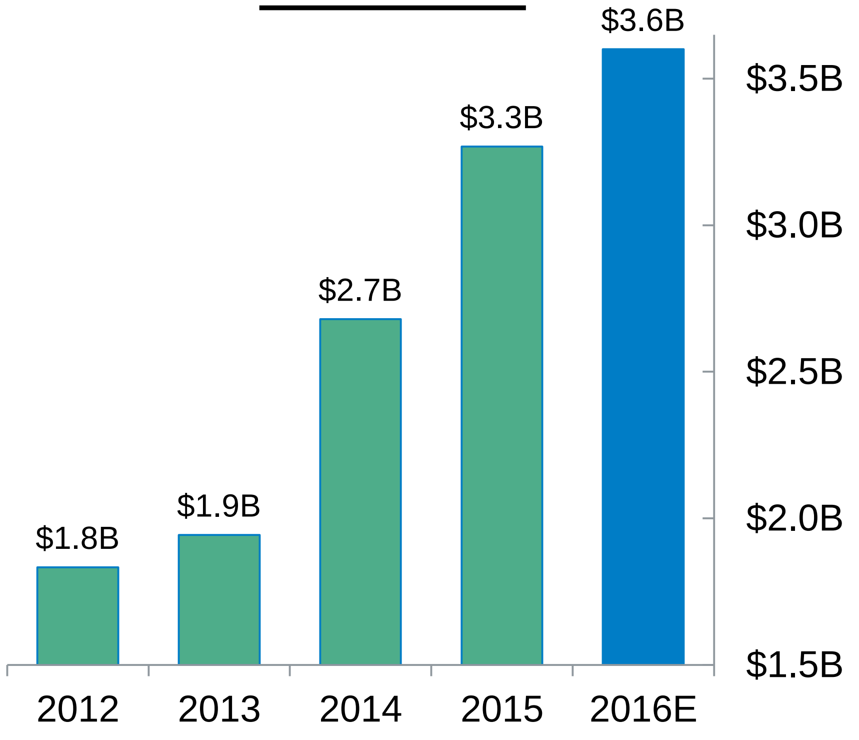
– Modest decrease

2016 Outlook

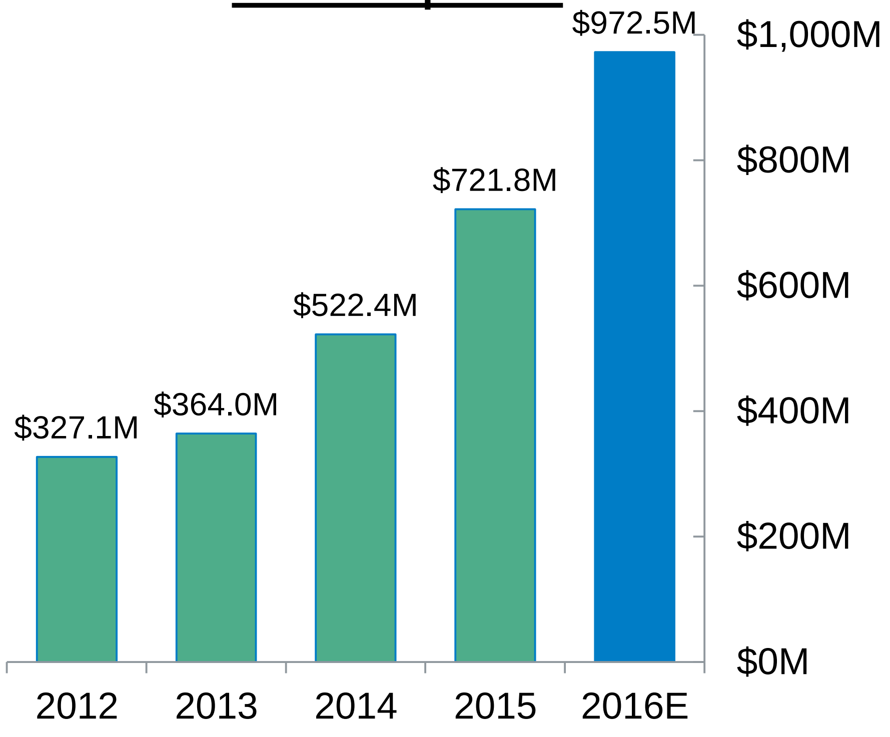
Based on the midpoint of 2016 guidance:

- Net sales of $3.6 billion; growth of 10 percent year-over-year
- Gross profit of $972.5 million; growth of 35 percent year-over-year
- EBITDA of $1.025 billion; growth of 34 percent over 2015 adjusted EBITDA

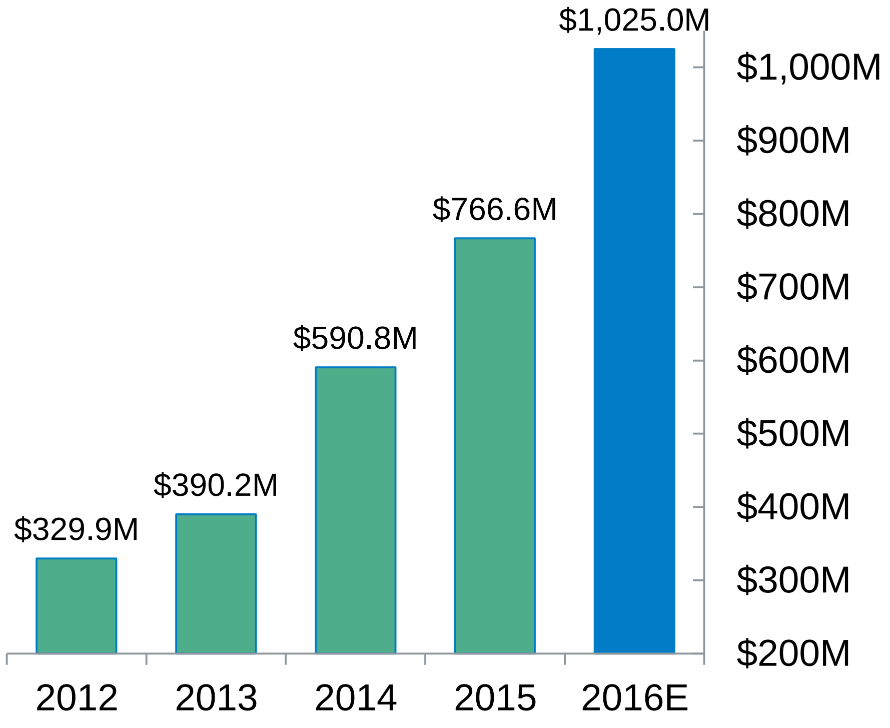
Net sales



Gross profit



EBITDA [1]



[1] *As reported adjusted EBITDA is presented for 2014 and 2015.*

APPENDIX

Gross profit 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 profit margin calculated as a percentage of total revenues represents the most directly comparable financial measure calculated in accordance with generally accepted accounting principles (GAAP).

Incremental gross profit margin (excluding freight and delivery revenues), expressed as a percentage (%), is a non-GAAP measure and is used internally to evaluate financial performance. Management believes this measure is indicative of operating leverage, efficiency and economic conditions. Due to the significant amount of fixed costs, gross profit margin (excluding freight and delivery revenues) typically increases at a disproportionate rate in periods of increased shipment activity. Incremental gross profit margin (excluding freight and delivery revenues) is not defined by GAAP and, as such, should not be construed as alternatives to gross profit or gross profit margin.

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.

APPENDIX

(dollars in millions)	Quarter-ended June 30, 2016	2015	2014	2013	2012
Gross profit margin in accordance with GAAP					
Total revenues	$ 977.3	$ 921.4	$ 669.2	$ 562.7	$ 545.7
Gross profit	$ 246.7	$ 200.2	$ 135.6	$ 106.8	$ 102.1
Gross profit margin, as a percentage of total revenues	**25.2%**	**21.7%**	**20.3%**	**19.0%**	**18.7%**
Gross profit margin, as a percentage of net sales					
Total revenues	$ 977.3	$ 921.4	$ 669.2	$ 562.7	$ 545.7
Less: freight and delivery revenues	(61.9)	(71.2)	(67.3)	(54.0)	(54.5)
Net sales	$ 915.4	$ 850.2	$ 601.9	$ 508.7	$ 491.2
Gross profit	$ 246.7	$ 200.2	$ 135.6	$ 106.8	$ 102.1
Gross profit margin, as a percentage of net sales	**26.9%**	**23.5%**	**22.5%**	**21.0%**	**20.8%**

APPENDIX

(dollars in millions)	Six-months ended June 30,				
	2016	2015	2014	2013	2012
Gross profit margin in accordance with GAAP					
Total revenues	$ 1,766.0	$ 1,612.7	$ 1,097.8	$ 947.7	$ 939.7
Gross profit	$ 391.3	$ 274.4	$ 161.4	$ 119.4	$ 125.9
Gross profit margin, as a percentage of total revenues	**22.2%**	**17.0%**	**14.7%**	**12.6%**	**13.4%**
Gross profit margin, as a percentage of net sales					
Total revenues	$ 1,766.0	$ 1,612.7	$ 1,097.8	$ 947.7	$ 939.7
Less: freight and delivery revenues	(116.6)	(130.6)	(116.2)	(93.9)	(97.9)
Net sales	$ 1,649.4	$ 1,482.1	$ 981.6	$ 853.8	$ 841.8
Gross profit	$ 391.3	$ 274.4	$ 161.4	$ 119.4	$ 125.9
Gross profit margin, as a percentage of net sales	**23.7%**	**18.5%**	**16.4%**	**14.0%**	**15.0%**

APPENDIX

(dollars in millions)	Quarter-ended June 30, 2016			Six-months ended June 30, 2016		
	Ready Mixed Concrete	**Cement**	**Magnesia Specialties**	**Ready Mixed Concrete**	**Cement**	**Magnesia Specialties**
Gross profit margin in accordance with GAAP						
Total revenues	$ 215.3	$ 62.5	$ 63.6	$ 402.4	$ 136.0	$ 127.8
Gross profit	$ 25.3	$ 24.0	$ 21.7	$ 43.4	$ 56.6	$ 44.7
Gross profit margin, as a percentage of total revenues	**11.8%**	**38.4%**	**34.1%**	**10.8%**	**41.6%**	**34.9%**
Gross profit margin, as a percentage of net sales						
Total revenues	$ 215.3	$ 62.5	$ 63.6	$ 402.4	$ 136.0	$ 127.8
Less: freight and delivery revenues	(0.4)	(2.7)	(4.8)	(0.7)	(6.4)	(9.4)
Net sales	$ 214.9	$ 59.8	$ 58.8	$ 401.7	$ 129.6	$ 118.4
Gross profit	$ 25.3	$ 24.0	$ 21.7	$ 43.4	$ 56.6	$ 44.7
Gross profit margin, as a percentage of net sales	**11.8%**	**40.1%**	**36.8%**	**10.8%**	**43.6%**	**37.7%**

APPENDIX

The following table presents the calculation of consolidated incremental gross profit margin (excluding freight and delivery revenues) for the quarter- and six-months ended June 30, 2016.

	Quarter-ended June 30,			Six-months ended June 30,		
(dollars in millions)	**2016**	**2015**	*variance*	**2016**	**2015**	*variance*
Consolidated incremental gross profit margin, as a percentage of net sales:						
Net sales	$ 915.4	$ 850.2	*$ 65.2*	$ 1,649.4	$ 1,482.1	*$ 167.3*
Gross profit	$ 246.7	$ 200.2	*$ 46.5*	$ 391.3	$ 274.4	*$ 116.9*
Consolidated incremental gross profit margin (excluding freight and delivery revenues)			**71%**			**70%**

APPENDIX

(dollars in millions)	Year-ended December 31,			
	2015	**2014**	**2013**	**2012**
Net earnings attributable to Martin Marietta	$ 288.8	$ 155.6	$ 121.3	$ 84.5
Add back:				
Interest expense	76.3	66.1	53.5	53.3
Income tax expense for controlling interests	124.9	94.8	43.5	16.6
Depreciation, depletion & amortization expense	260.7	220.5	171.9	175.5
EBITDA	**$ 750.7**	**$ 537.0**	**$ 390.2**	**$ 329.9**
Nonrecurring expenses (acquisition-related expenses, net loss on divestitures and other noncash related charge)	15.9	53.8	--	--
Adjusted EBITDA	**$ 766.6**	**$ 590.8**	**$ 390.2**	**$ 329.9**

APPENDIX

(dollars in millions)	Quarter-ended June 30,			Six-months ended June 30,	
	2016	2015		2016	2015
Pretax earnings attributable to Martin Marietta	$ 175.5	$ 120.8		$ 240.1	$ 126.2
Add back:					
Interest expense	20.3	19.1		40.3	38.4
Depreciation, depletion & amortization expense	70.7	67.0		138.7	133.5
EBITDA	**$ 266.5**	**$ 206.9**		**$ 419.1**	**$ 298.1**
EBITDA margin as a % of net sales	29.1%	24.3%		25.4%	20.1%

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