



INVESTOR PRESENTATION

AUGUST 1, 2019

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 (SEC) and are readily accessible on the [SEC's website](#) and the [Company's website](#). 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 Measures

This presentation contains certain financial measures presented on a non-GAAP basis. These non-GAAP financial measures are not in accordance with, nor are they a substitute for, GAAP measures. Reconciliations of non-GAAP financial measures to the most directly comparable GAAP financial measures are provided in the Appendix to this presentation.



WHY INVEST IN MARTIN MARIETTA?



Leading U.S. natural resource-based building materials company with **OVER 100 YEARS** of high-quality aggregates reserves



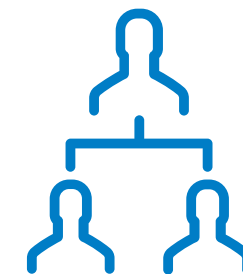
Disciplined execution of a **SOLID LONG-TERM STRATEGIC PLAN**



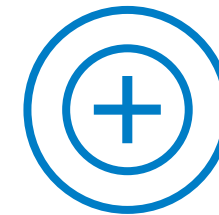
INDUSTRY-LEADING safety, environmental and financial **performance** and operational **excellence**



Capital allocation priorities to **MAXIMIZE LONG-TERM SHAREHOLDER VALUE**



EXPERIENCED executive and local management teams

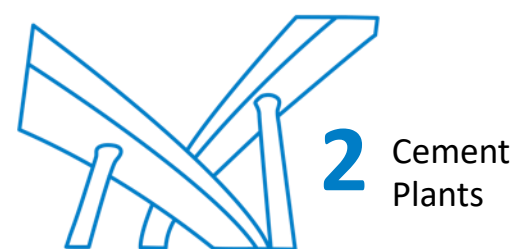
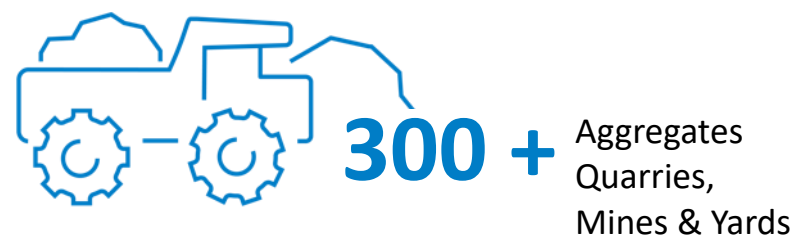


Steadfast commitment to **CORE VALUES**



STRATEGICALLY POSITIONED in high-growth markets with attractive underlying fundamentals

MARTIN MARIETTA AT A GLANCE



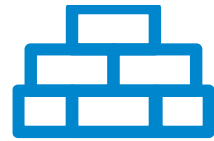
- U.S. based company and member of the S&P 500 Index
- Leading supplier of aggregates and heavy-side building materials used in infrastructure, nonresidential and residential construction projects (Building Materials business)
- Operations spanning 27 states, Canada and the Bahamas
- Producer of magnesia-based chemicals products and dolomitic lime (Magnesia Specialties business)

As of December 31, 2018



BUILDING A **WORLD-CLASS** ORGANIZATION

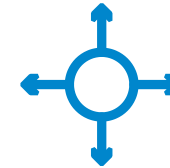
MARTIN MARIETTA'S JOURNEY



BUILDING A SOLID BASE



FOCUSING ON FUNDAMENTALS



EXPANDING THE PLATFORM



BUILDING A WORLD-CLASS ORGANIZATION

1994 TO 2006

Becoming a leading aggregates producer in the United States

\$750M market capitalization (1994)

- 1994** – Listed on New York Stock Exchange
- 1995 to 2003** – Actively participated in industry consolidation (56% of 2003 sales derived from acquisitions)
- 1998** – Achieved \$1B in revenues
- 2003 to 2006** – Focused on internal capital investment projects to provide capacity expansion in growing markets
- 2005/2006** – Shipped peak aggregates volumes of 205M tons (*twelve months ended March 31, 2006*)
- Other highlights:**
 - Expanded waterborne capabilities and rail-based distribution networks
 - Completed 60 acquisitions

2007 TO 2010

Navigating the business during the Great Recession

\$4.2B market capitalization (2010)

- 2007** – Achieved prior peak Adjusted EBITDA of \$587M
- 2009** – Experienced 40 percent decline in aggregates tons since 2005 peak volumes
- 2010** – Launched long-term strategic plan (SOAR)
- Other highlights:**
 - Throughout the Great Recession, Martin Marietta remained profitable and was the only company in its industry to not cut or suspend dividends
 - #1 or #2 in 65% of markets
 - Completed 8 acquisitions

2011 TO 2017

Transforming the business through aggregates-led expansion

\$14B market capitalization (2017)

- 2011** – Completed the River for the Rockies asset exchange, the largest asset swap in the U.S. building materials industry
- 2014** – Became the largest supplier of construction aggregates, cement and ready mixed concrete in Texas through the \$2.757B acquisition of TXI
- 2014** – Entered S&P 500
- 2016** - #9 performer in the S&P 500
- 2017** – Achieved Adjusted EBITDA of over \$1B
- Other highlights:**
 - Completed 26 acquisitions

2018 AND BEYOND

Positioning Martin Marietta as an industry leader committed to the long-term success of employees, communities and other stakeholders

- 2018** – Completed \$1.62B acquisition of Bluegrass Materials Company
- 2019** – expected to be another record year
- Other highlights:**
 - #1 or #2 in 90% of markets

MOVING FORWARD AS A UNIFIED WORLD-CLASS ORGANIZATION



MISSION

As a leading provider of natural resource-based building materials, Martin Marietta provides the **foundation** upon which our **communities** improve and grow.



Building a World-Class Organization

VISION

Our goal is building a **world-class organization** committed to the long-term success of our employees, communities and other stakeholders.

VALUES

SAFETY

We are uncompromising in our commitment to the **safety and health** of our people and the community.

INTEGRITY

We will **do the right thing** by adhering to our core values and ethical business principles.

EXCELLENCE

We are committed to being a role model through responsible **innovation** and **continuous** improvement.

COMMUNITY

Our strength and success is derived from **our people** and the **relationships** they build within our neighborhoods and cities.

STEWARDSHIP

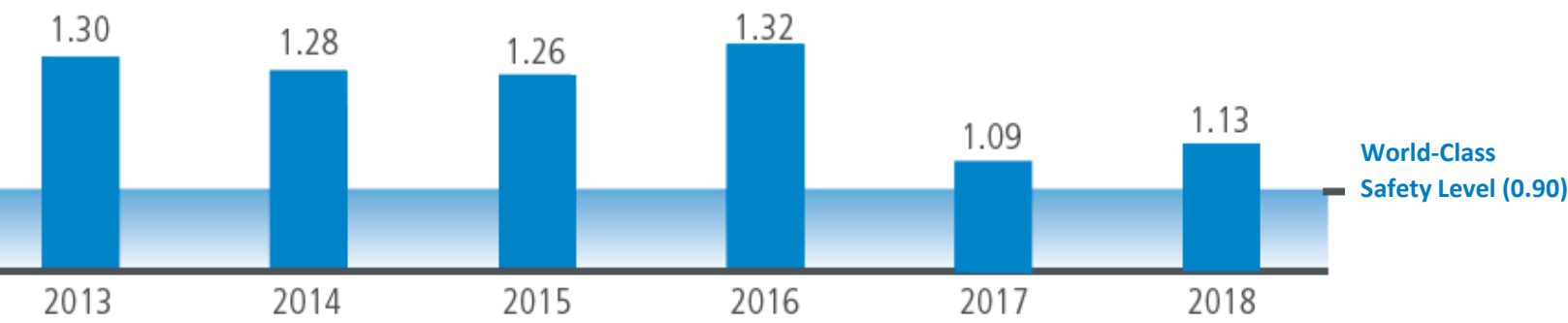
Our responsibility is to **make the world better** today and for future generations.

ACHIEVING WORLD-CLASS SAFETY



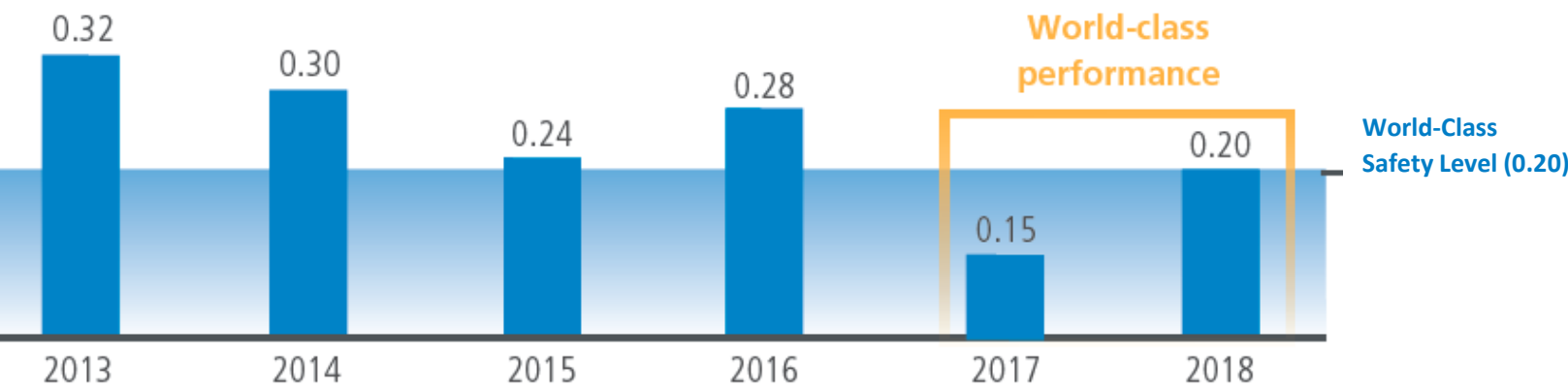
TOTAL INJURY INCIDENT RATE

The total injury incident rate (TIIR) for heritage Martin Marietta operations was 1.04 in 2018, improving on the previous record established in the prior year. Company-wide, we achieved a TIIR of 1.13.



LOST-TIME INCIDENT RATE

Company-wide, we achieved a world-class lost-time incident rate (LTIR) for the second consecutive year.



Note: TIIR and LTIR rates are per 200,000 man hours worked. All data current as of 12/31/18. World-class levels based on general industries.



2018 SENTINELS OF SAFETY AWARD



Burning Springs Mine



2018 SAFETY EXCELLENCE AWARDS

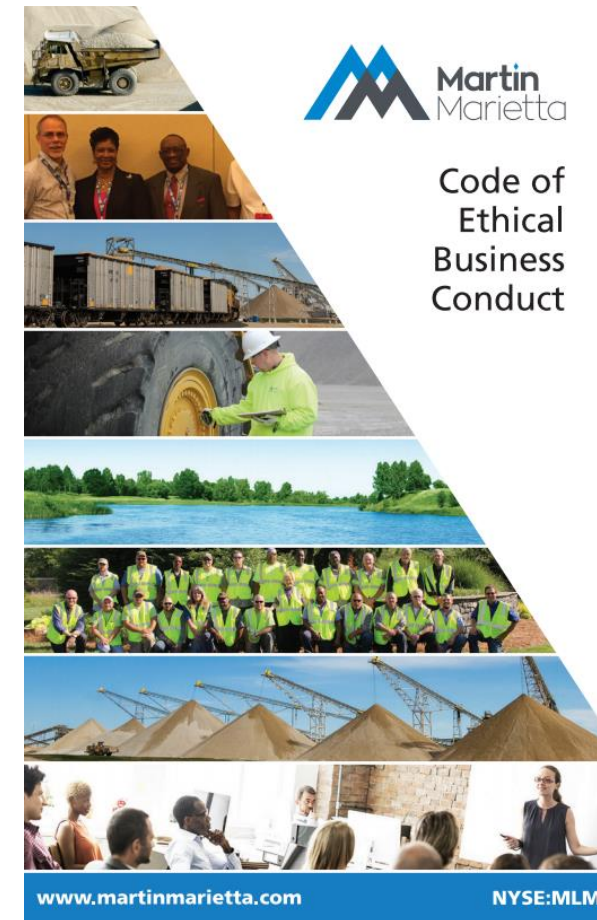


6 winners

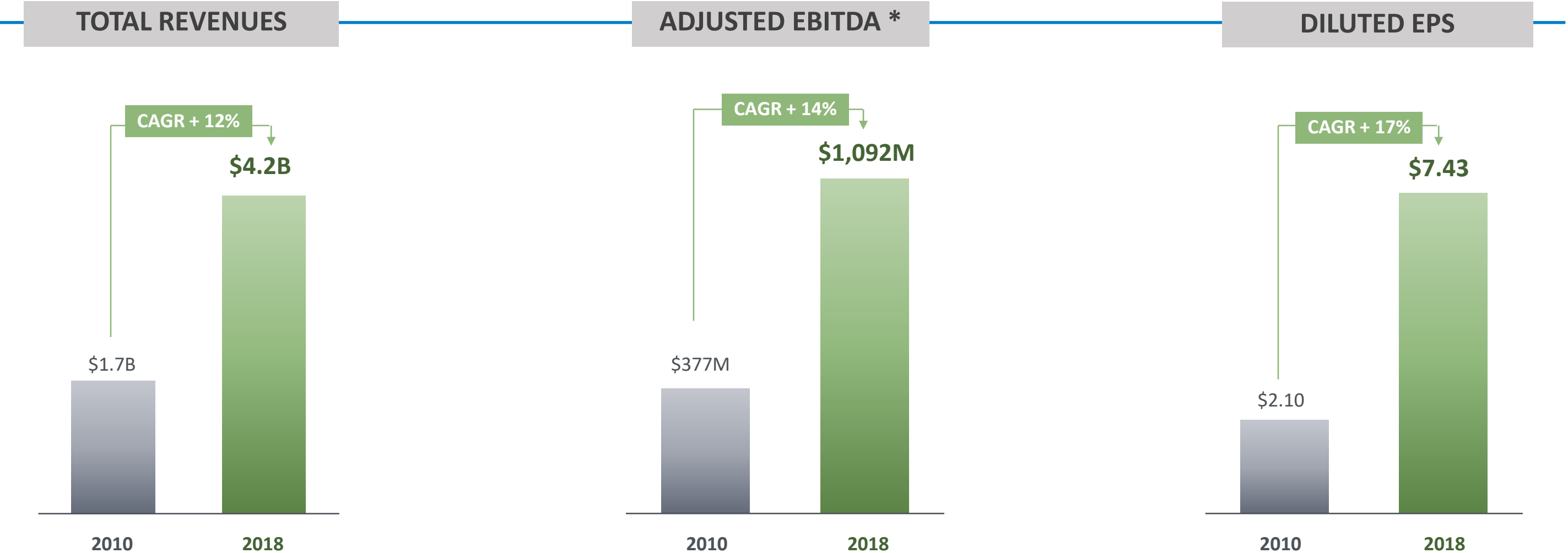
DOING BUSINESS THE RIGHT WAY

Martin Marietta will conduct its business in strict compliance with applicable laws, rules, regulations, and corporate and operating unit policies, procedures and guidelines, with **honesty** and **integrity**, and with a strong commitment to the **highest standards of ethics**.

It is the **obligation** of all directors, officers, employees and consultants, as well as contingent and temporary employees of Martin Marietta, to adhere to these standards.



DELIVERING RECORD PERFORMANCE THROUGH OPERATIONAL EXCELLENCE



* Adjusted EBITDA is a non-GAAP financial measure. See appendix for reconciliation to net earnings attributable to Martin Marietta.

STRIVING FOR A MORE SUSTAINABLE FUTURE



TOGETHER, we **build** solid foundations, **support** our communities, and **grow** our business responsibly.

Please visit our [Sustainability website](#) to learn more about Martin Marietta's sustainable business practices and commitments, including our pledge to continue to reduce emissions and to establish targets for improvement.

SUSTAINABILITY is an integral part of our strategy, annual planning process and day-to-day business. We are committed to fulfilling our responsibilities to our stakeholders.



SAFE OPERATIONS

Protecting all who come in contact with our products and operations, and creating a culture of responsible leadership



EMPLOYEE WELL-BEING

Supporting and investing in our people – the foundation of our success



COMMUNITY WELL-BEING

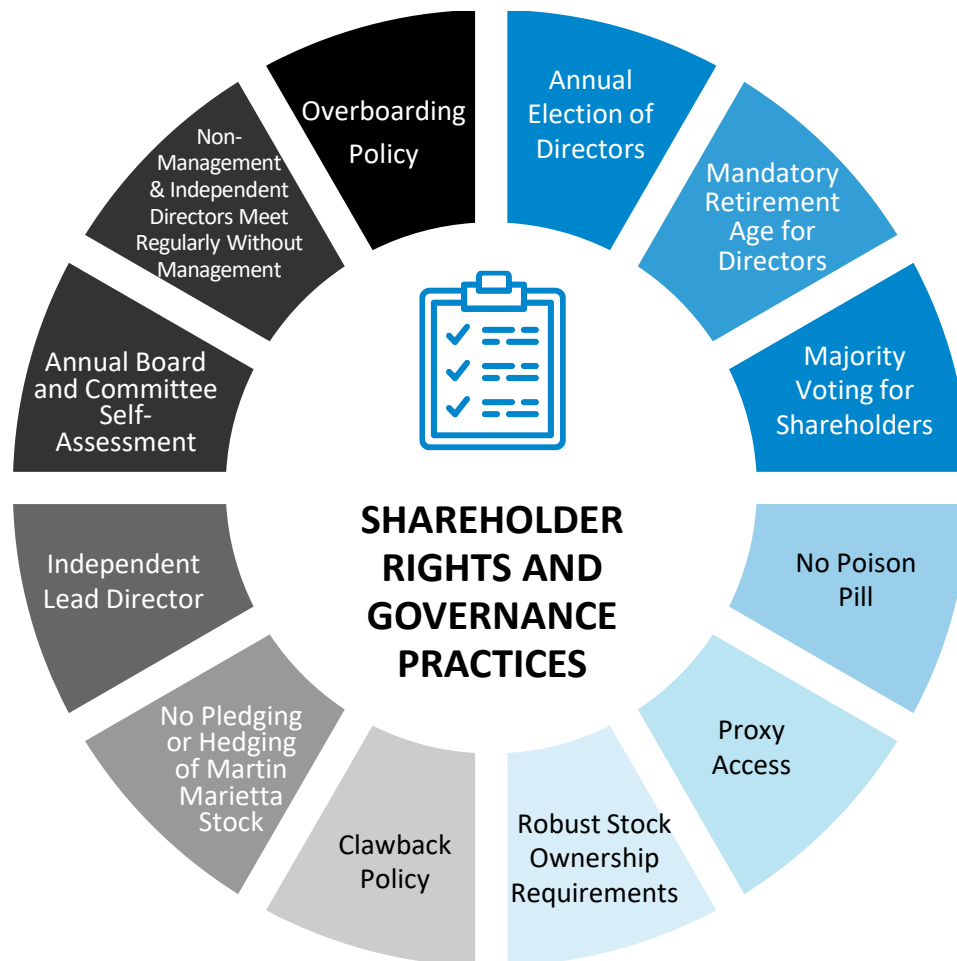
Being a responsible neighbor and supporting the communities that are home to our operations



ENVIRONMENTAL STEWARDSHIP

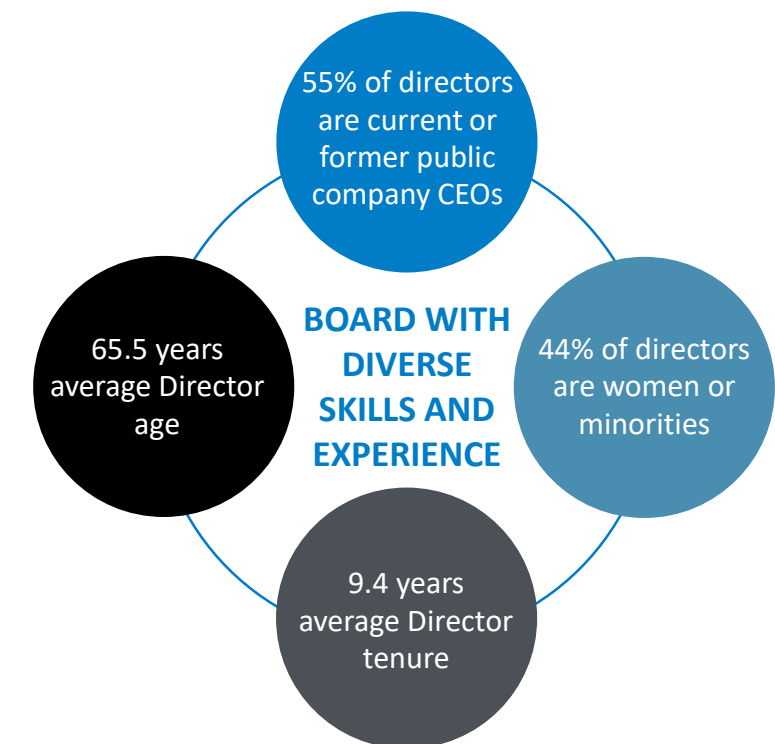
Protecting the Earth's resources and reducing our environmental impact

PROACTIVELY ENGAGING WITH SHAREHOLDERS



CORPORATE GOVERNANCE HIGHLIGHTS

- ✓ Eliminated staggered board – Directors **elected for 1-year terms**
- ✓ **Eliminated gross-up, walk-right on Change of Control**
- ✓ **Eliminated single-trigger vesting** for equity awards beginning in 2019
- ✓ Established robust **stock ownership guidelines** for Officers and Directors
- ✓ Implemented **hedging and pledging policy**
- ✓ Adopted **clawback policy**
- ✓ Implemented **majority voting standard**
- ✓ **Eliminated shareholder rights plan**
- ✓ Adopted **proxy access**
- ✓ Added **4 new Board members** since 2016
- ✓ Published **Annual Sustainability Report**



As reported in Martin Marietta's 2019 Annual Meeting of Shareholders Proxy Statement dated August 10, 2019

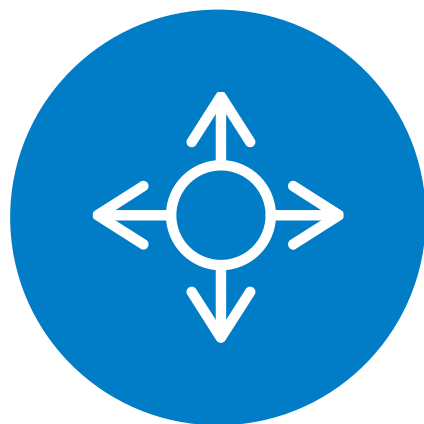


STRATEGIC PLANNING PROCESS

PLANNING FOR LONG-TERM SUCCESS WITH STRATEGIC OPERATING ANALYSIS AND REVIEW (SOAR)



SOAR PROVIDES THE EXECUTION FRAMEWORK FOR MARTIN MARIETTA'S LONG-TERM STRATEGIC PLAN



Expand platform for growth
in markets with attractive
underlying fundamentals



Align the business profile
to generate industry-leading
operational and financial
performance



Allocate capital
while maintaining
financial flexibility

ASSESSING MARKET ATTRACTIVENESS AND GROWTH OPPORTUNITIES

GEOGRAPHY IS CRITICALLY IMPORTANT AS BUILDING MATERIALS PRODUCTS ARE PRIMARILY SOURCED AND SOLD LOCALLY. MARTIN MARIETTA HAS FOCUSED ON STRATEGICALLY POSITIONING THE BUSINESS TO BE AGGREGATES LED IN HIGH-GROWTH GEOGRAPHIES.

POPULATION GROWTH AND/OR DENSITY



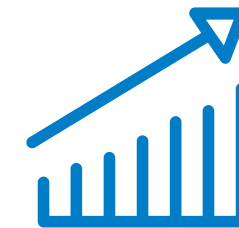
Drives increased per capita
heavy-side building materials
consumption

BUSINESS AND EMPLOYMENT DIVERSITY



Bolsters greater economic and
market stability

SUPERIOR STATE FINANCIAL POSITION

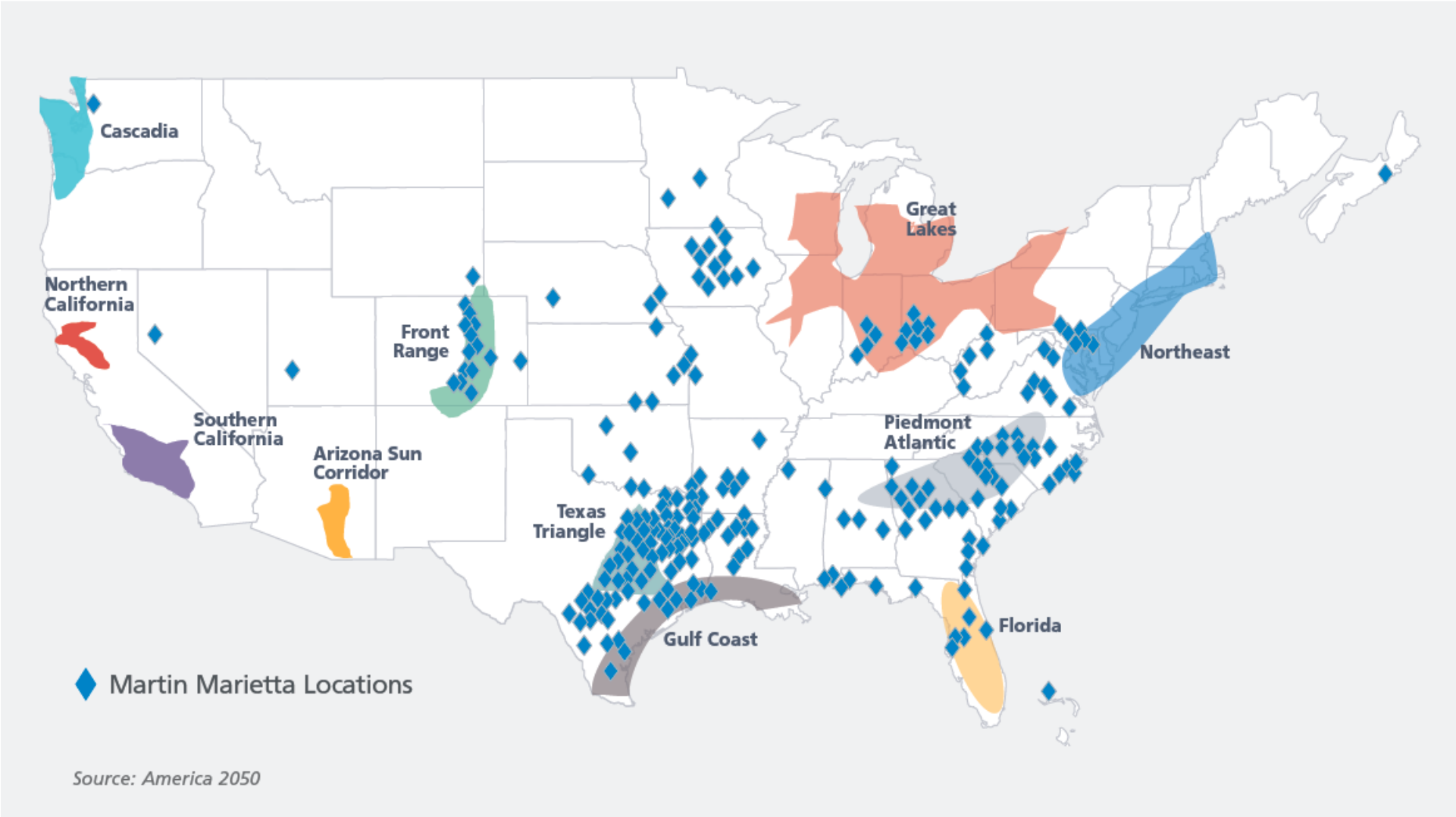


Supports public
infrastructure growth

STRATEGICALLY POSITIONING THE BUSINESS IN ATTRACTIVE GEOGRAPHIES



MARTIN MARIETTA HAS A #1 OR #2 POSITION IN 90% OF THE MARKETS IN WHICH WE OPERATE; UP FROM 65% IN 2009



SIGNIFICANT STRATEGIC PRESENCE IN 7 OF 11 MEGAREGIONS

Majority of the nation’s population and economic growth through 2050 will occur in 11 megaregions, defined as large networks of metropolitan population centers covering thousands of square miles

ALIGNING TODAY'S BUSINESS PROFILE



AGGREGATES-LED

- Leading aggregates positions in 90% of our markets
- Local businesses in markets with strong underlying growth fundamentals
- High barriers to entry



STRATEGIC CEMENT

- Complements leading aggregates positions
- Serves as a raw material for downstream business



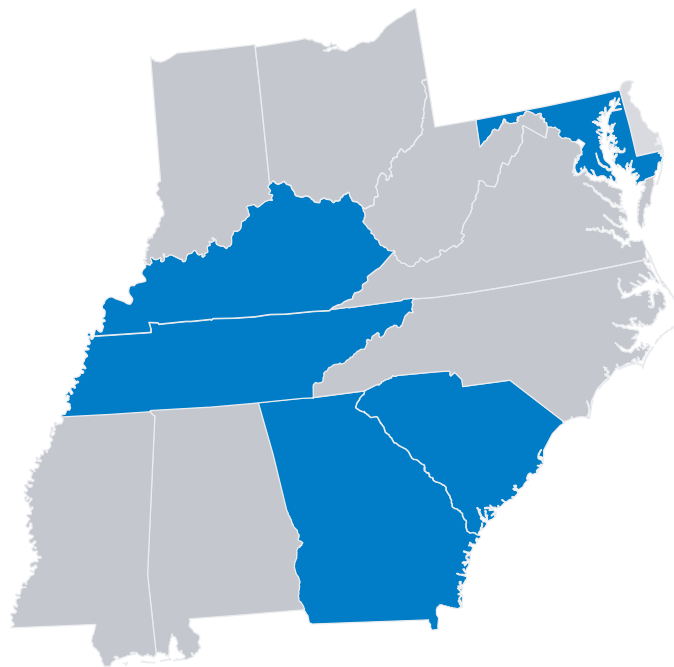
TARGETED DOWNSTREAM

- Complements leading aggregates positions
- Markets that are historically vertically integrated

EXECUTING ON SOAR TO EXPAND THE BUSINESS



STRENGTHENED AGGREGATES FOOTPRINT WITH COMPLETION OF BLUEGRASS ACQUISITION IN August 2018



MARKET ATTRACTIVENESS DRIVERS

- **Aggregates positions in high-growth regions** of Southeast and Mid-Atlantic
- New growth platform in the southern portion of **Northeast Megaregion** (Maryland)
- Complementary to existing **southeastern footprint** (Georgia)
- **20 percent to 30 percent below mid-cycle aggregates demand**

STRATEGIC RATIONALE

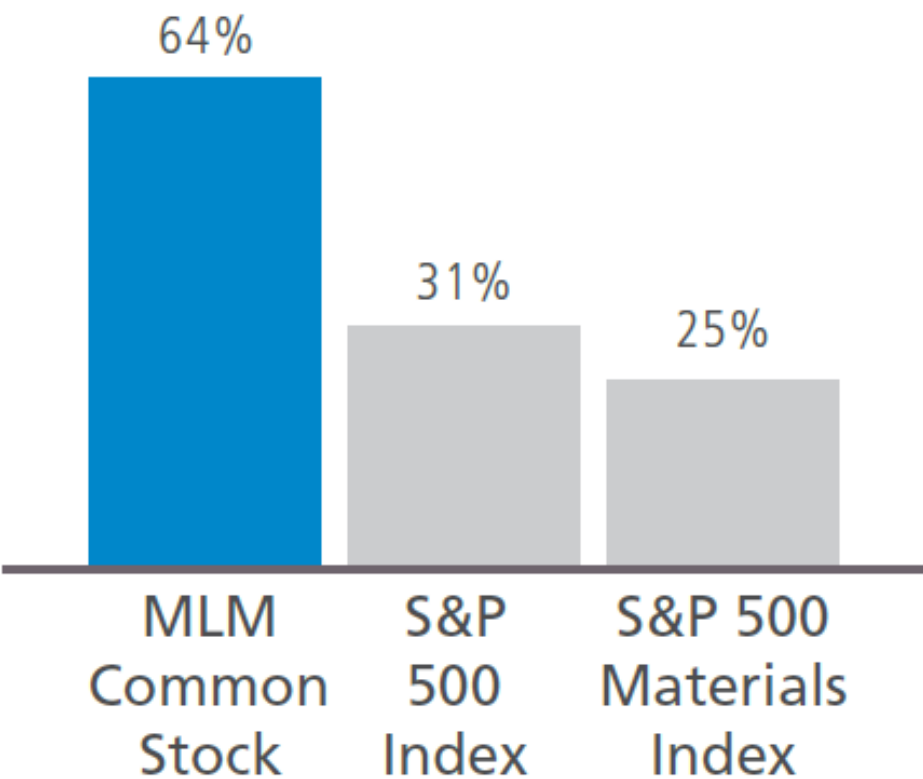
- Provides over **2 billion tons of high-quality aggregates reserves**
- Expands **product offerings** to new and existing customers
- Positions Company to **meaningfully benefit from anticipated increased aggregates demand**
- Generates **best-in-class profit margins**

SECOND-LARGEST TRANSACTION IN COMPANY'S HISTORY

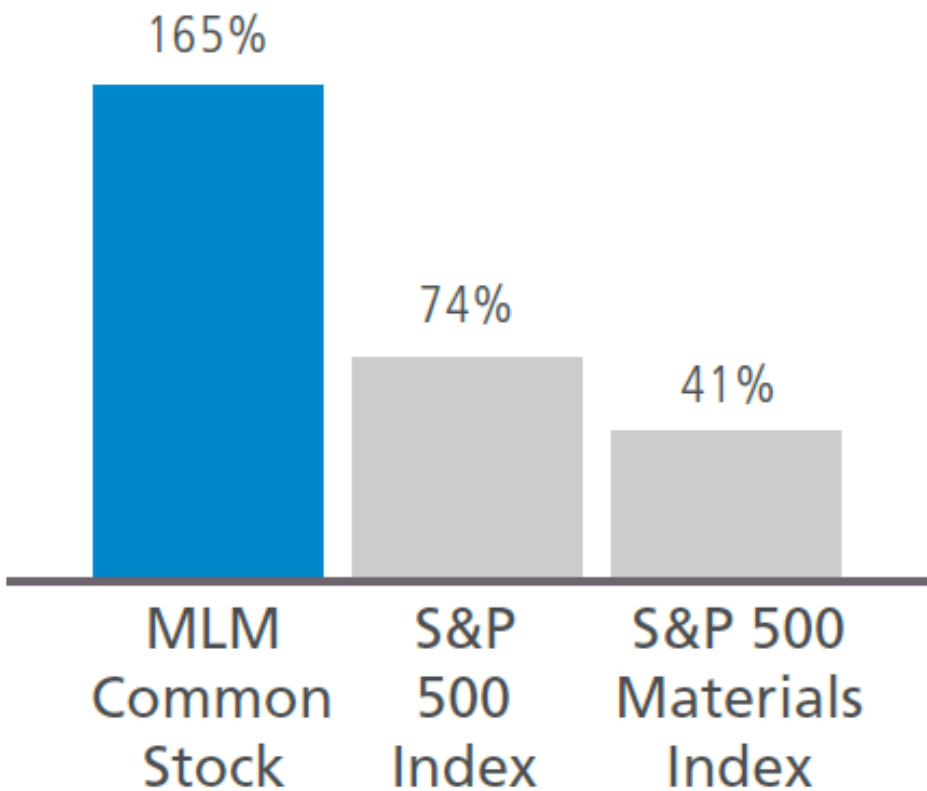
CONSISTENTLY DELIVERING SHAREHOLDER VALUE



ONE-YEAR TOTAL RETURN
AS OF DECEMBER 31, 2019



FIVE-YEAR TOTAL RETURN
AS OF DECEMBER 31, 2019

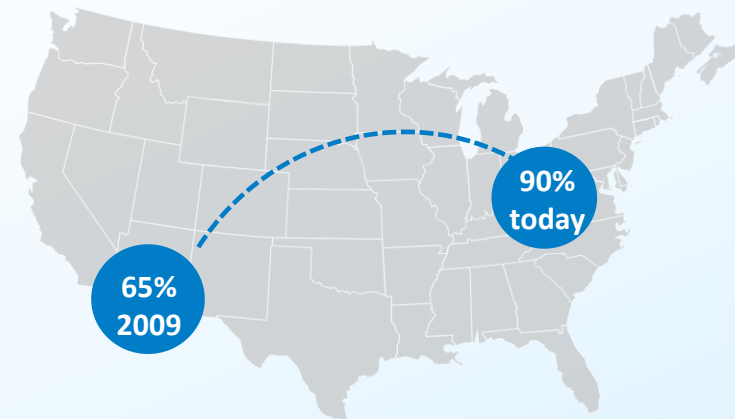


Represents total shareholder return (inclusive of dividends) for applicable periods ending December 31, 2019

EXECUTING ON SOAR TO EXPAND THE BUSINESS



REPOSITIONING THE BUSINESS



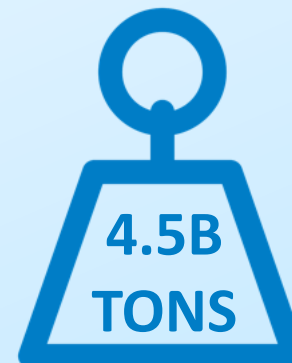
#1 or #2 market positions

PURSUING PRICING OPPORTUNITIES



Aggregates average selling price
UP \$3.38 PER TON SINCE 2009
(3% compound annual growth rate)

STRENGTHENING AGGREGATES PLATFORM



Reserves added since 2009

Note: SOAR implemented in 2010

ALLOCATING CAPITAL TO MAXIMIZE LONG-TERM VALUE

ACQUISITIONS



ORGANIC CAPITAL INVESTMENT



RETURN OF CASH TO SHAREHOLDERS



EVALUATING OPPORTUNITIES TO BUILD CRITICAL MASS

ACQUISITIONS



- Ongoing disciplined evaluation of aggregates-led opportunities of scale in existing and new domestic markets
- Opportunistic expansion through acquisitions that complement existing operations
- Divestitures of assets that are not consistent with stated strategic goals

**90+ TRANSACTIONS
COMPLETED**

since becoming a
public company in 1994

PRUDENTLY DEPLOYING CAPITAL INTO THE BUSINESS



ORGANIC CAPITAL INVESTMENT



- Investment priorities to ensure safe, environmentally-sound and efficient operations and to provide a foundation for continued responsible growth
- Opportunistic land purchases for expansion of quarry footprint and reserves
- Organic capital investment at annual levels approximating depreciation expense over an economic cycle
- Selling nonoperating real estate, where appropriate, to reinvest into operations

**ANNUAL CAPITAL
SPENDING OF
\$350M TO \$400M**
projects focused on
efficiencies and returns

ENHANCING SHAREHOLDER VALUE



RETURN OF CASH TO SHAREHOLDERS



- Sustainable and meaningful dividend that has been maintained or increased every quarter since becoming a public company
- Systematic structured share repurchases to preserve targeted leverage ratio

**100th CONSECUTIVE
QUARTERLY DIVIDEND**
declared in May 2019

**\$1.5 BILLION RETURNED
TO SHAREHOLDERS**
in form of dividends and
share repurchases since
February 2015 repurchase
authorization announced

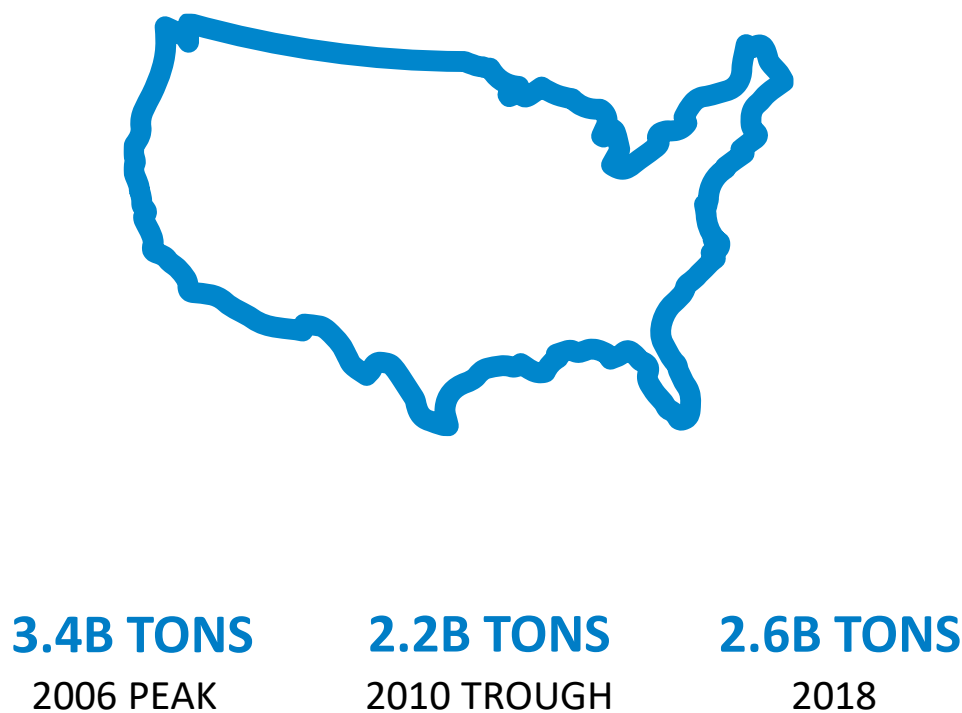


COMPANY OUTLOOK 2019 AND BEYOND

AGGREGATES CONSUMPTION HAS ONLY MODESTLY REBOUNDED FROM THE GREAT RECESSION

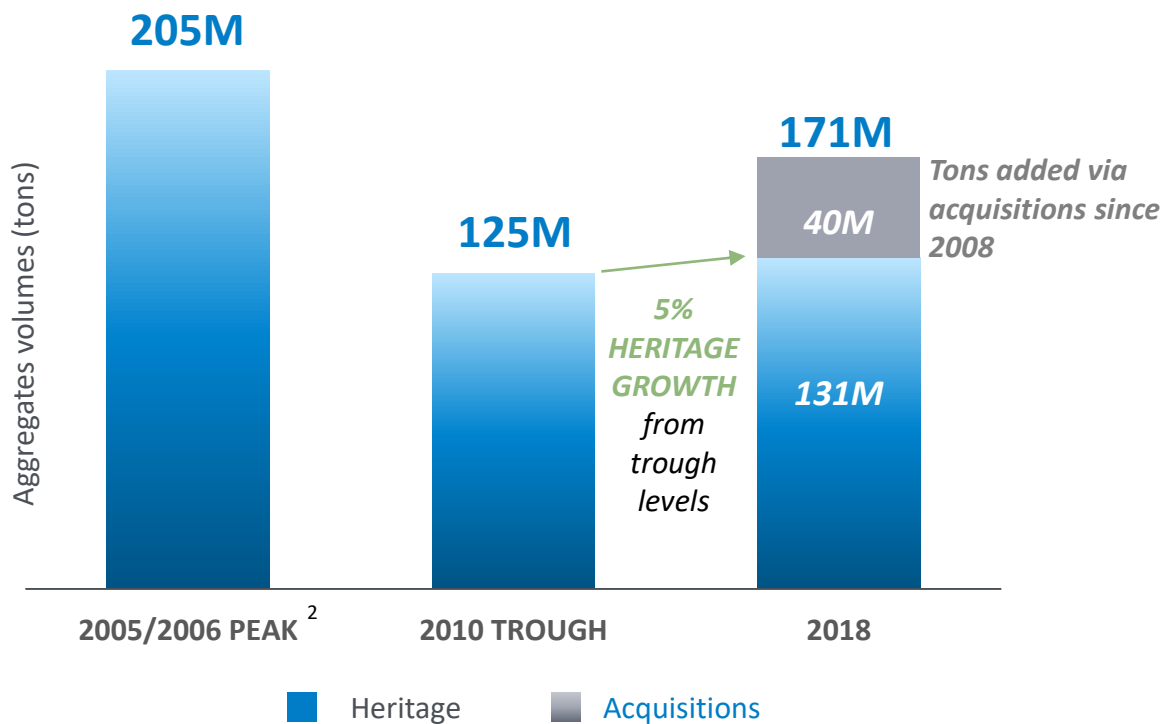


U.S. CONSTRUCTION AGGREGATES CONSUMPTION¹



¹ Source: U.S. Geological Survey (Crushed Stone and Sand & Gravel)

Martin Marietta heritage aggregates volumes MODESTLY ABOVE TROUGH LEVELS



² Peak tons for twelve-month period ended March 31, 2006

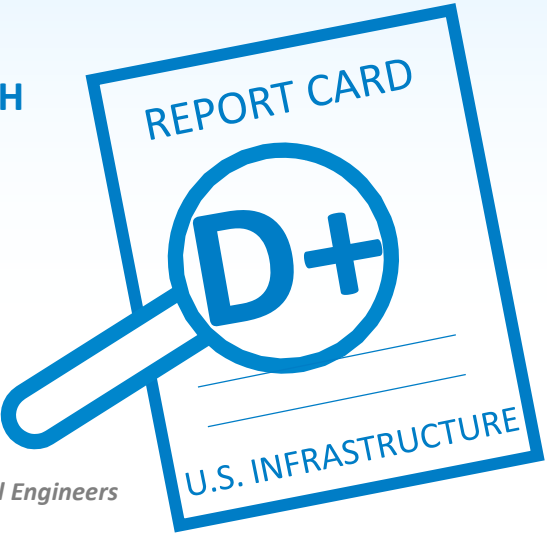
MAKING NEEDED INFRASTRUCTURE INVESTMENTS ASSURES ECONOMIC RECOVERY AND GROWTH



ECONOMIC GROWTH DEPENDS UPON
EFFICIENT, SAFE AND WELL-MAINTAINED
INFRASTRUCTURE

THE U.S RANKS 15TH
IN THE WORLD IN
INFRASTRUCTURE
SPENDING
(percentage of GDP)

Source: American Society of Civil Engineers



Enhancing critical transportation assets will boost the economy.



IN THE
LONG-TERM,
THIS WILL

- Augment economic competitiveness
- Reduce travel delays and transportation costs
- Improve the environment
- Improve access, mobility and safety
- Stimulate sustained job growth

The 2015 AASHTO* Transportation Bottom Line Report found that annual investment in the nation's roads, highways and bridges **NEEDS TO INCREASE FROM \$88B TO \$120B** to improve conditions and meet the nation's mobility needs.

* American Association of State Highway and Transportation Officials



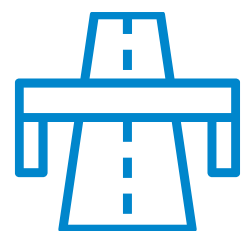
The Federal Highway Administration estimates that each dollar spent on road, highway and bridge improvements **results in an average benefit of \$5.20**



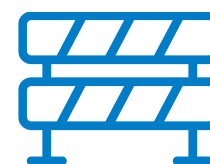
IN THE FORM OF

- Reduced vehicle maintenance costs and fuel consumption
- Reduced travel delays and maintenance costs
- Improved safety
- Reduced emissions as a result of improved traffic flow

MAKING NEEDED INFRASTRUCTURE INVESTMENT DRIVES ECONOMIC GROWTH



Undeniable need to **RESTORE AND MODERNIZE OUR NATION'S INFRASTRUCTURE** exists.



Construction activity should benefit from the funding provided by the **FIXING AMERICA'S SURFACE TRANSPORTATION ACT (FAST ACT)** and state and local initiatives.



Dodge Data & Analytics forecasts a **POSITIVE OUTLOOK FOR AGGREGATES-INTENSIVE HIGHWAYS AND STREETS** construction in 2019.

2019
COMPANY OUTLOOK



OUR STATES PLAY AN EXPANDED ROLE IN PUBLIC-SECTOR ACTIVITY

DEPARTMENTS OF TRANSPORTATION



NOVEMBER 2018 BALLOT INITIATIVES

346 state and local infrastructure initiatives on November 6 ballot

79% APPROVED

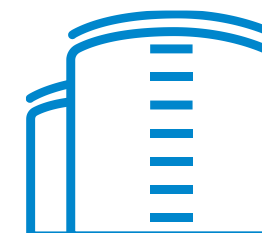
\$30B one-time and recurring funding for approved transportation initiatives across the nation

TEXAS, NORTH CAROLINA, GEORGIA, FLORIDA AND VIRGINIA
Martin Marietta beneficiary states

COMMERCIAL AND HEAVY INDUSTRIAL ACTIVITY REMAINS HEALTHY



COMMERCIAL CONSTRUCTION ACTIVITY SHOULD INCREASE, particularly in Martin Marietta's southeastern and southwestern regions, supported by the Dodge Momentum Index and Architectural Billing Index.



Continued federal regulatory approvals, coupled with final investment decisions, should notably contribute to **INCREASED HEAVY BUILDING MATERIALS CONSUMPTION FROM NEW ENERGY-RELATED PROJECTS**, a significant demand driver in Texas.

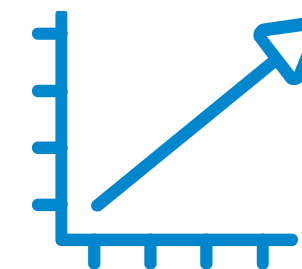
2019
COMPANY OUTLOOK



RESIDENTIAL CONSTRUCTION CONTINUES TO GROW



Residential construction **DRIVES
FUTURE NONRESIDENTIAL AND
INFRASTRUCTURE ACTIVITY.**

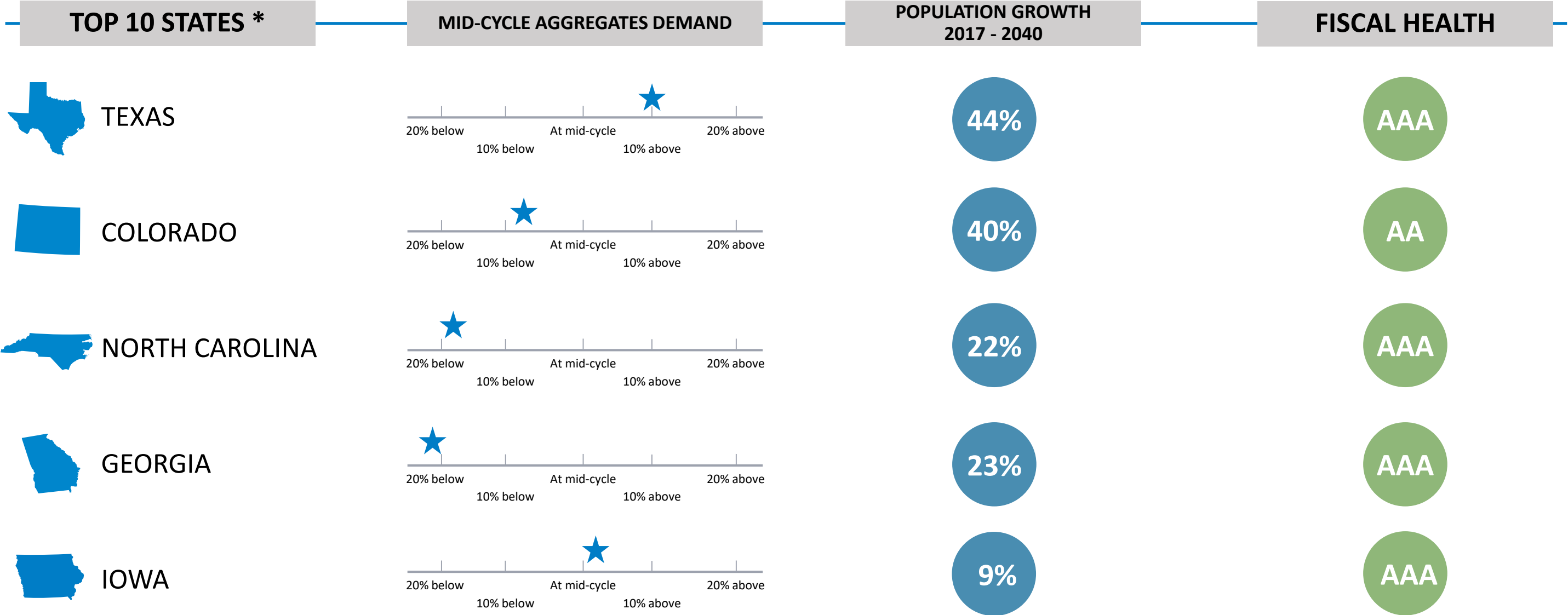


Outlook remains **POSITIVE FOR MARTIN
MARIETTA'S KEY MARKETS**, supported by
favorable demographics, job growth, land availability
and efficient permitting. **MARTIN MARIETTA'S
TOP TEN STATES ARE OUTPACING THE NATION**
for growth in housing unit permits.

2019
COMPANY OUTLOOK



MACROECONOMIC DRIVERS SUPPORT CONTINUED EXPANSION OF CONSTRUCTION CYCLE



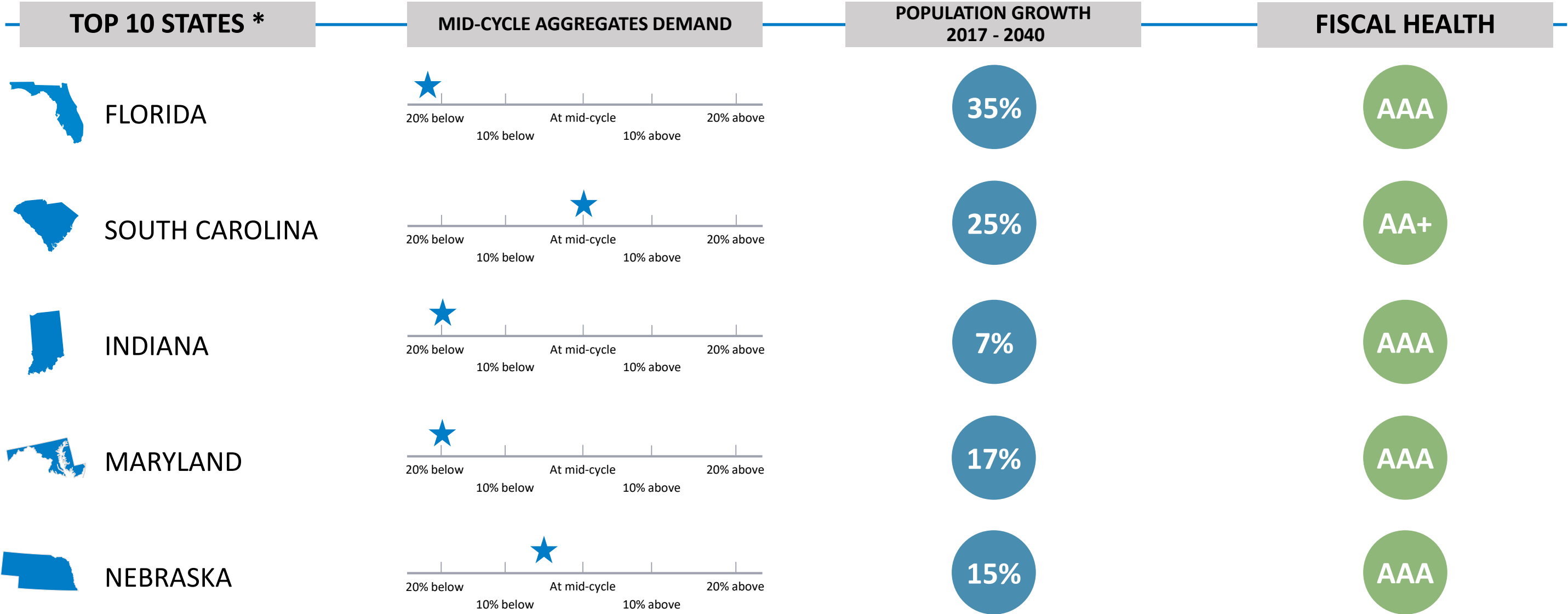
* Martin Marietta’s top 10 sales-generating states based on 2018 Building Materials product revenues by state of destination

Management calculation based on aggregates consumption per capita multiplied by estimated state population

Sources: U.S. Bureau, Population Division (December 2017) and Weldon Cooper Center for Public Service (May 2016)

U.S. State Ratings and Outlooks
August 13, 2018
Source: S&P Global

MACROECONOMIC DRIVERS SUPPORT CONTINUED EXPANSION OF CONSTRUCTION CYCLE



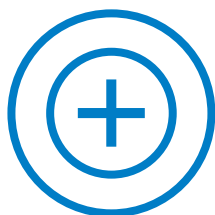
WELL-POSITIONED FOR LONG-TERM SUCCESS



Leading U.S. natural resource-based building materials company with **OVER 100+ YEARS** of high-quality aggregates reserves



Disciplined execution of a **SOLID LONG-TERM STRATEGIC PLAN**



Steadfast commitment to **CORE VALUES**



STRATEGICALLY POSITIONED in high-growth markets with attractive underlying fundamentals



INDUSTRY-LEADING safety, environmental and financial **performance** and operational **excellence**



Capital allocation priorities to **MAXIMIZE LONG-TERM SHAREHOLDER VALUE**



EXPERIENCED executive and local management teams

CONTACT INFORMATION



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WEBSITE

www.martinmarietta.com



APPENDIX

DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES



Adjusted EBITDA, defined as earnings before interest, income taxes, depreciation, depletion and amortization, the noncash earnings/loss from nonconsolidated equity affiliates, and significant nonrecurrent income and expenses, is a financial indicator of a company's ability to service and/or incur indebtedness. Adjusted 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.

(\$ in millions)	YEAR ENDED DECEMBER 31		
	2007	2010	2018
NET EARNINGS ATTRIBUTABLE TO MARTIN MARIETTA	\$ 263	\$ 97	\$ 470
Add back:			
Interest expense	61	69	137
Income tax expense for controlling interests	117	29	106
Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates	146	182	328
Bluegrass acquisition-related expenses, net	-	-	13
Impact of selling acquired inventory after its markup to fair value as part of acquisition accounting	-	-	19
Asset and portfolio rationalization charges	-	-	19
ADJUSTED EBITDA	\$ 587	\$ 377	\$ 1,092

The Company modified its calculation of Adjusted EBITDA in 2019. Prior year amounts have been calculated consistently with the 2019 presentation.



Martin
Marietta

THANK YOU FOR YOUR INTEREST IN MARTIN MARIETTA

FOR MORE INFORMATION, PLEASE VISIT [MARTINMARIETTA.COM](https://www.martinmarietta.com)