Martin Marietta
Third Quarter 2015

Supplemental Financial Information

November 3, 2015

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.

Consolidated Operating Results

For the 3-months ended September 30, 2015 (in millions of dollars)	Q3 2015	Q3 2014	Variance – Favorable (Unfavorable)
Net sales	$ 1,005.2	$ 917.9	$ 87.3
Freight and delivery revenues	77.0	85.8	(8.8)
Total revenues	1,082.2	1,003.7	78.5
Cost of sales	742.7	722.3	(20.4)
Freight and delivery costs	77.0	85.8	8.8
Total cost of revenues	819.7	808.1	(11.6)
Gross profit	$ 262.5	$ 195.6	$ 66.9
Gross margin (excluding freight/delivery revenues)	*26.1%*	*21.3%*	*480 bps*

Product Line Metrics

For the 3-months ended September 30, 2015 compared with prior-year quarter	Volume Variance	Price Variance
Aggregates product line:		
Mid-America Group	4.2%	4.1%
Southeast Group	9.1%	5.8%
West Group	5.3%	5.2%
Heritage aggregates product line	5.2%	4.8%
Aggregates product line	5.4%	5.4%
Asphalt	--	4.3%
Ready mixed concrete:		
Heritage	19.0%	9.1%
Acquired	(3.1%)	11.1%

Product Line Metrics

For the 3-months ended September 30, 2015 (volume in 000s)	Volume	Price
Aggregates Product Line (measured in tons):		
Heritage	42,801	$ 11.62
Acquisition	4,720	$ 13.34
Ready mixed concrete (measured in cubic yards):		
Heritage	690	$103.30
Acquisition	1,421	$ 95.65
Asphalt (measured in tons)	1,256	$ 43.00
Cement (measured in tons)	1,337	$ 99.95

Consolidated Earnings from Operations

For the 3-months ended September 30, 2015 (in millions of dollars)		
Consolidated earnings from operations, Q3 2014		$ 116.0
Gross profit:		
Heritage aggregates product line:		
Volume strength	21.1	
Pricing strength	21.9	
Cost increases, net	(10.0)	
Increase in heritage aggregates product line gross profit	33.0	
Increase in heritage aggregates-related downstream product lines	12.1	
Acquired Aggregates business operations	14.5	
Increase in cement	14.1	
Decrease in Magnesia Specialties	(0.7)	
Decrease in Corporate – heritage and acquired	(6.1)	
Increase in consolidated gross profit		66.9
Increase in selling, general & administrative expenses		(6.5)
Change in acquisition-related expenses and other operating income/expenses, net		3.1
Consolidated earnings from operations, Q3 2015		$ 179.5

Appendix: Definitions and Reconciliations of Non-GAAP Measures

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, adjusted EBITDA excludes the impact of the loss on the sale of the California cement business and related expenses.

Appendix: Definitions and Reconciliations of Non-GAAP Measures

For the 3-months ended September 30, 2015 (in millions of dollars)	
Gross margin in accordance with GAAP	
Gross profit	$ 262.5
Total revenues	$ 1,082.2
Gross margin, as a percentage of total sales	24.3%
Gross margin, as a percentage of net sales	
Gross Profit	$ 262.5
Total revenues	$ 1,082.2
Less: freight and delivery revenues	(77.0)
Net sales	$ 1,005.2
Gross margin, as a percentage of net sales	26.1%

Appendix: Definitions and Reconciliations of Non-GAAP Measures

For the 3-months ended September 30, 2014 (in millions of dollars)	
Gross margin in accordance with GAAP	
Gross profit	$ 195.6
Total revenues	$ 1,003.7
Gross margin, as a percentage of total sales	19.5%
Gross margin, as a percentage of net sales	
Gross Profit	$ 195.6
Total revenues	$ 1,003.7
Less: freight and delivery revenues	(85.8)
Net sales	$ 917.9
Gross margin, as a percentage of net sales	21.3%

Appendix: Definitions and Reconciliations of Non-GAAP Measures

(in millions of dollars)	3-months ended September 30, 2015	9-months ended September 30, 2015
Net earnings attributable to Martin Marietta	$ 117.5	$ 205.6
Add back:		
Interest expense	18.9	57.4
Income tax expense for controlling interests	47.5	85.6
Depreciation, depletion & amortization expense	64.3	197.7
EBITDA	$ 248.2	$ 546.3
Loss on sale of California cement & related expenses	28.7	29.9
Adjusted EBITDA	$ 276.9	$ 576.2

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