



Q1 2023

SUPPLEMENTAL INFORMATION*

May 4, 2023

** All information provided in these slides is qualified in its entirety by reference to the Company's filings with the Securities and Exchange Commission (SEC), which are available on both the Company's and the SEC's websites.*

Statement Regarding Safe Harbor for Forward-Looking Statements

Investors are cautioned that all statements in this presentation that relate to the future involve risks and uncertainties, and are based on assumptions that the Company believes in good faith are reasonable but which may be materially different from actual results. These statements, which are forward-looking statements under the Private Securities Litigation Reform Act of 1995, provide the investor with the Company's expectations or forecasts of future events. You can identify these statements by the fact that they do not relate only to historical or current facts. They may use words such as "guidance", "anticipate", "may", "expect", "should", "believe", "will", and other words of similar meaning in connection with future events or future operating or financial performance. Any or all of the Company's forward-looking statements here and in other publications may turn out to be wrong.

Non-GAAP Financial Measures

This presentation contains financial measures that have not been prepared in accordance with generally accepted accounting principles in the United States (GAAP). Reconciliations of non-GAAP financial measures to the closest GAAP measures are included in the accompanying Appendix to this presentation. Management believes these non-GAAP measures are commonly used financial measures for investors to evaluate the Company's operating performance and, when read in conjunction with the Company's consolidated financial statements, present a useful tool to evaluate the Company's ongoing operations, performance from period to period and anticipated performance. In addition, these are some of the factors the Company uses in internal evaluations of the overall performance of its businesses. Management acknowledges that there are many items that impact a company's reported results and the adjustments reflected in these non-GAAP measures are not intended to present all items that may have impacted these results. In addition, these non-GAAP measures are not necessarily comparable to similarly titled measures used by other companies.

Results and Trends

Results and trends described in this Supplemental Information may not necessarily be indicative of the Company's future performance.





FINANCIAL HIGHLIGHTS

Q1 2023 RESULTS

FINANCIAL HIGHLIGHTS

\$1,354M

Total Revenues
+10.0% y-o-y

\$324M

Adj. EBITDA*
+64.2% y-o-y

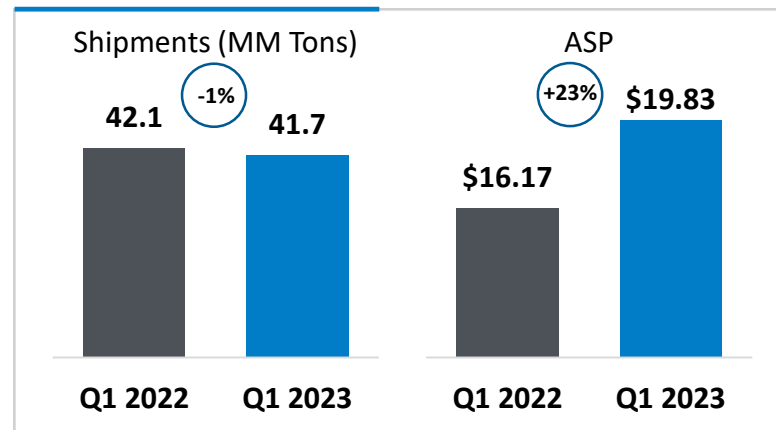
\$117M

Returned to shareholders
through dividends and share
repurchases

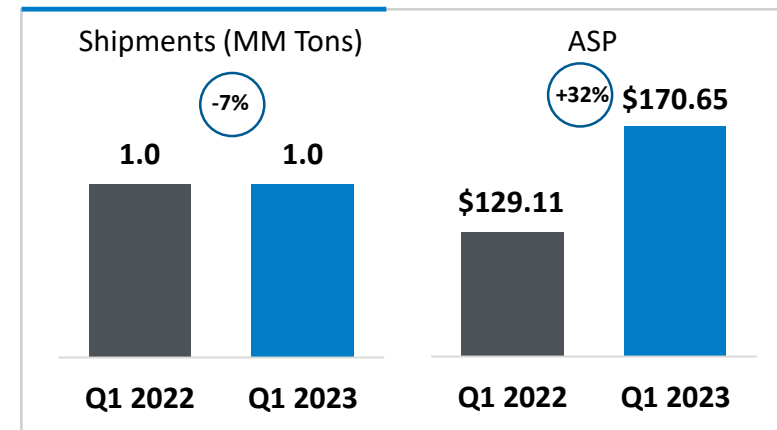
23.9%

Adj. EBITDA Margin*
+790bps

AGGREGATES



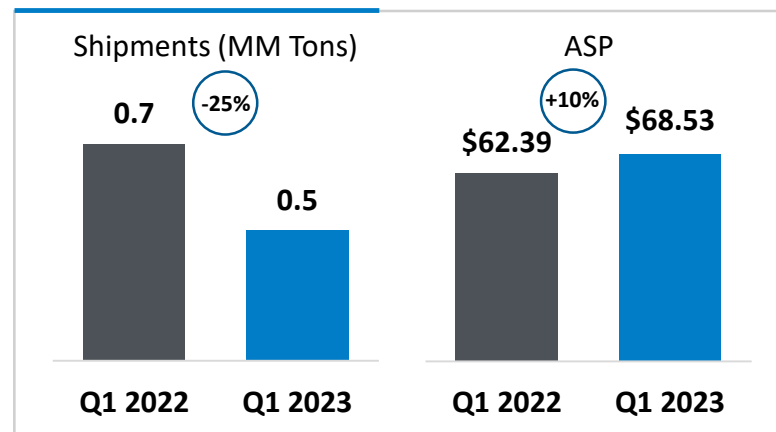
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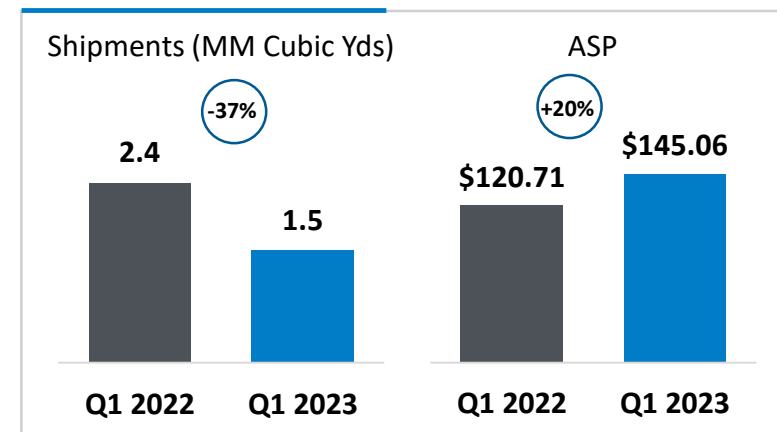
GUIDANCE COMMENTARY

- Expect full year Adjusted EBITDA* of **\$1.9 billion** in line with the high end of our previously announced 2023 guidance range
- As a reminder, our previously announced guidance range does not include anticipated mid-year price increases; accordingly, we will revisit our guidance more formally with our Q2 2023 results

ASPHALT

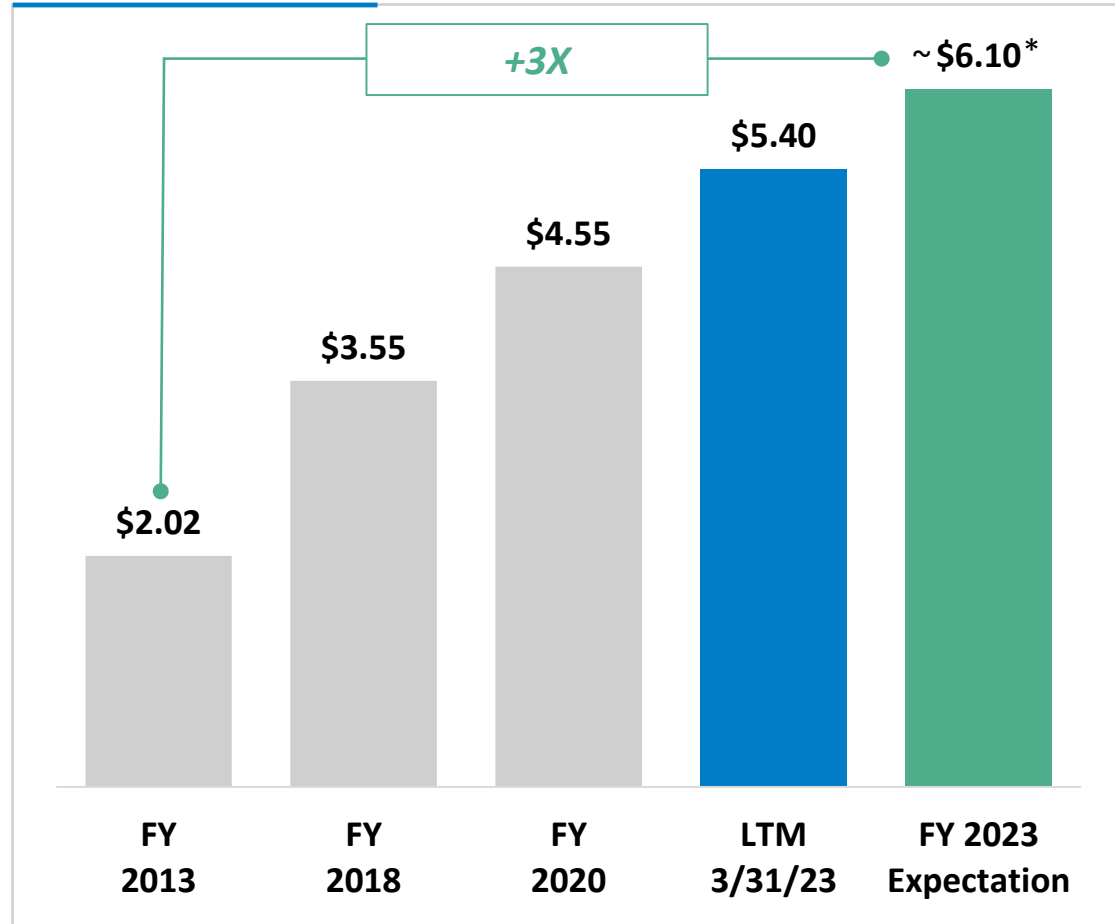


READY MIX CONCRETE**

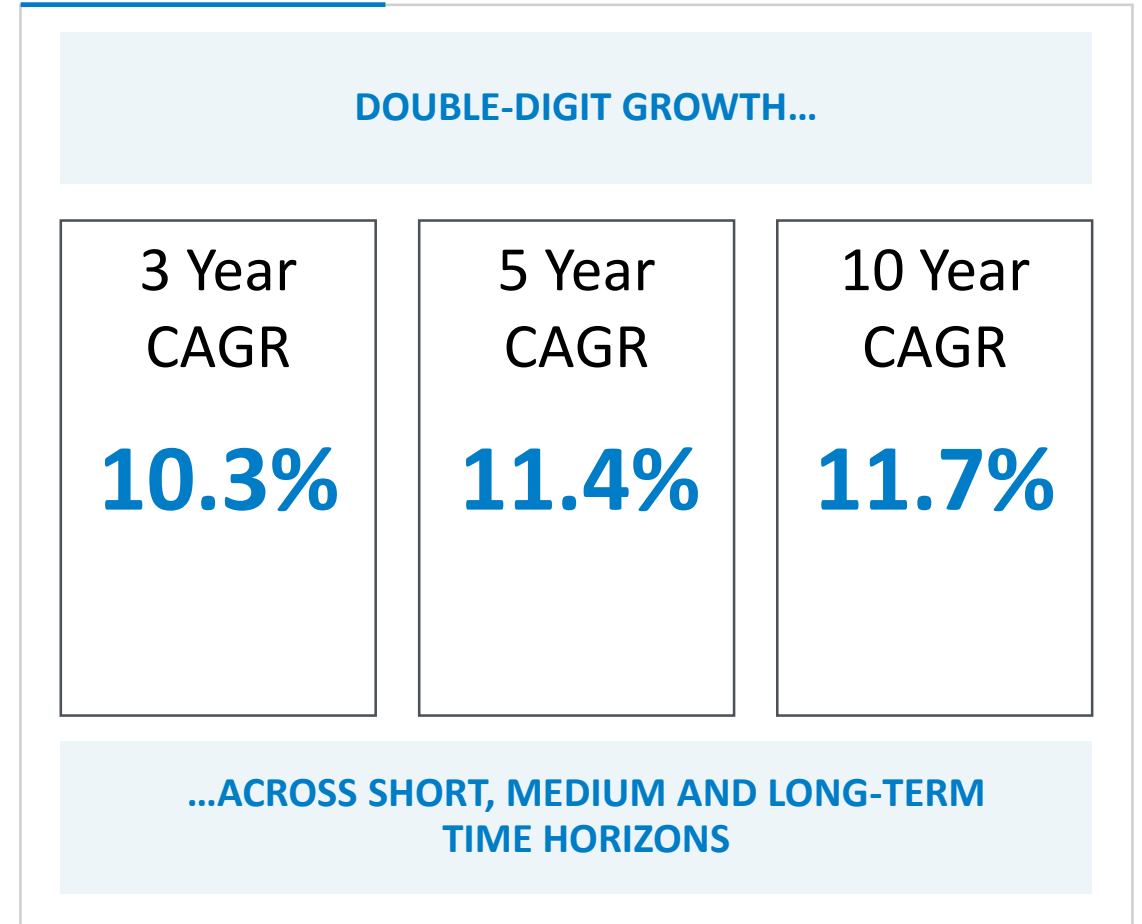


COMMERCIAL EXCELLENCE SUPPORTS AGGREGATES GROSS PROFIT PER TON MOMENTUM

AGGREGATES GROSS PROFIT PER TON



AGGREGATES GROSS PROFIT PER TON GROWTH RATES

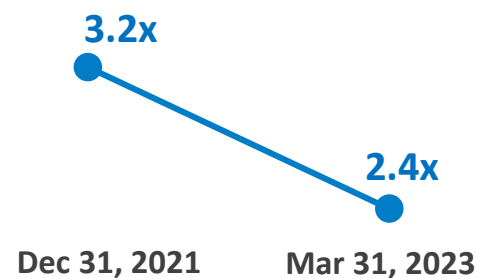


ACTIVE PORTFOLIO MANAGEMENT AND STRONG BALANCE SHEET PROVIDES FOUNDATION FOR FUTURE GROWTH

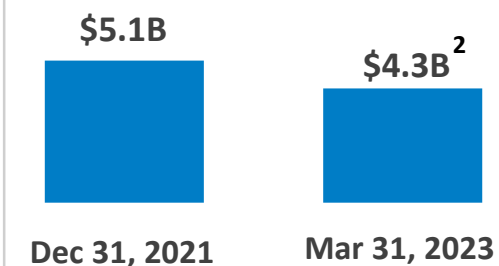
HIGHLIGHTS

- ✓ Completed multiple non-core asset divestitures in 2022 and year-to-date 2023
- ✓ Continued long-standing track record of rapid deleveraging following acquisitions
- ✓ Returned net leverage to within targeted range
- ✓ Well-positioned for future growth

Net Leverage¹ Continues to Decline



Debt at Par Value Reduced by ~\$760MM



DEBT PROFILE

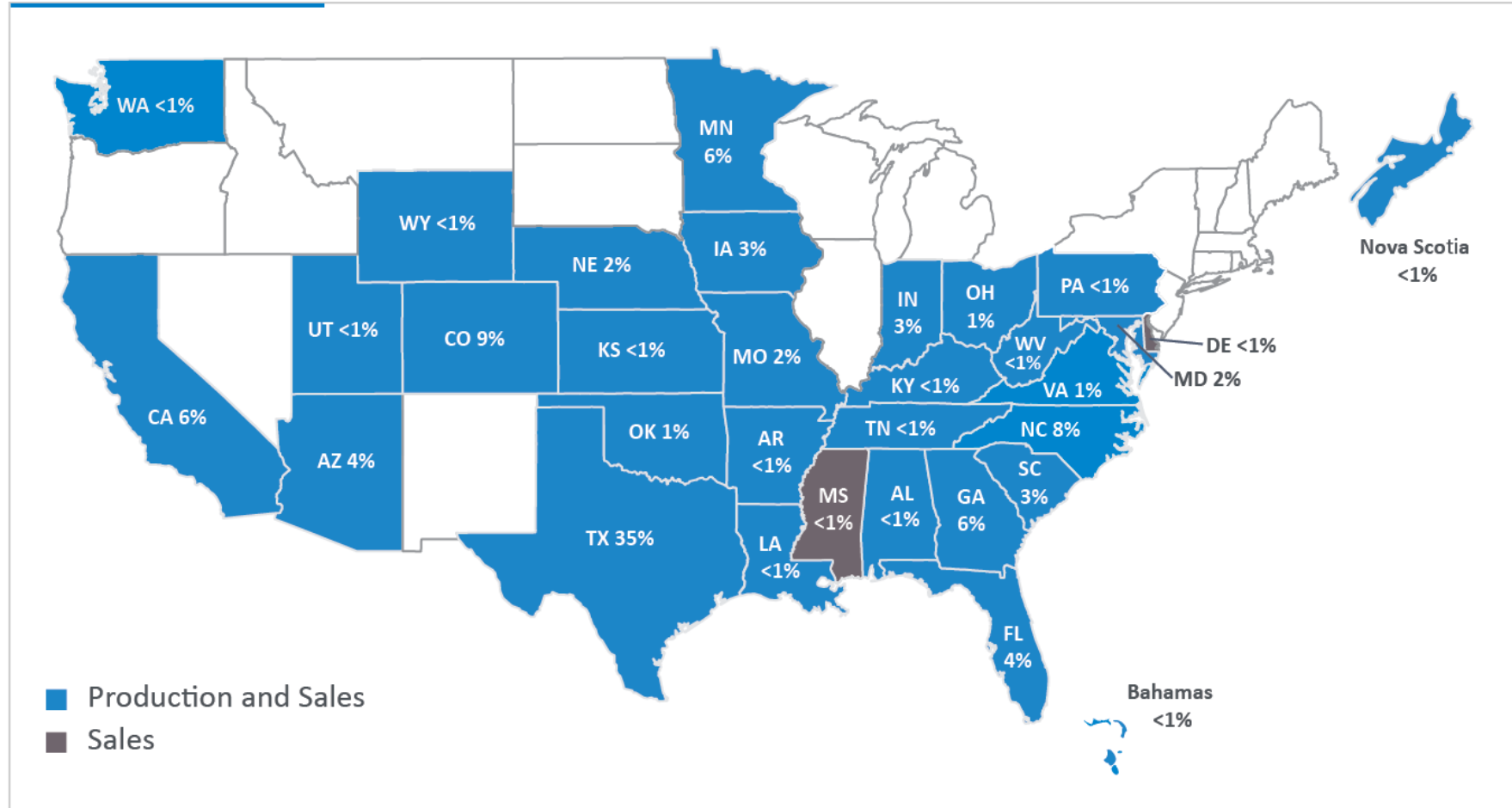
3.5%
Weighted Average
Coupon

13 Years
Weighted Average
Maturity

100%
Fixed Rate

BUILDING MATERIALS BUSINESS REVENUES BY DESTINATION

PERCENT OF BUILDING MATERIALS REVENUES BY STATE





END USE OUTLOOK

UNPRECEDENTED PUBLIC INVESTMENT IN HIGHWAYS AND DOMESTIC MANUFACTURING

FEDERAL



\$72B

FY2023 Total Federal Highway Spending



\$53B

CHIPS Act Funding for Semiconductor Research, Development, and Manufacturing



\$250B

Green Energy Tax Credits from the Inflation Reduction Act (Wind, Solar, Nuclear)

STATE AND LOCAL



\$40B

Additional funding available to Martin Marietta's Top-10 States via Cornyn – Padilla Amendment



\$23B

Transportation Funding Approved in 2022 by State and Local Ballot Initiatives



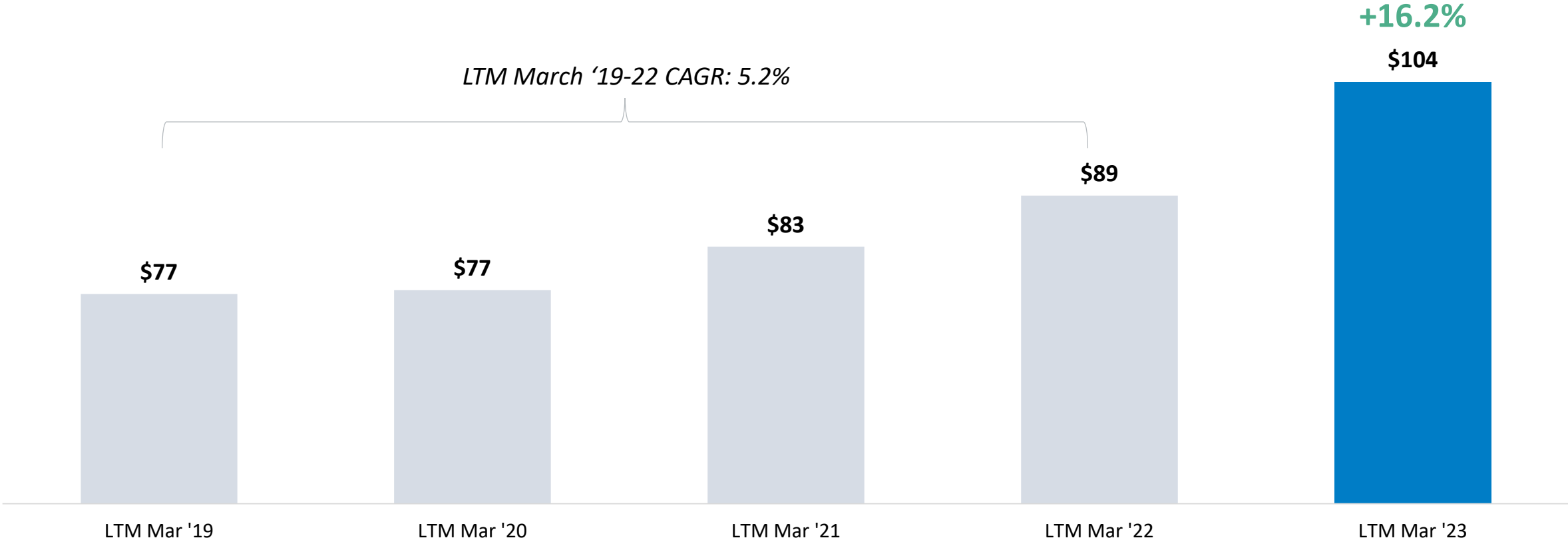
\$7B

Increase in Martin Marietta's Top-10 State DOT Budgets











ACCELERATING HIGHWAY CONTRACT AWARDS

Highway, bridge and tunnel contract awards increased to a record \$104B for LTM March 2023 driven by IIJA and COVID relief funds; a positive leading indicator of future infrastructure construction activity

(\$ in Billions)

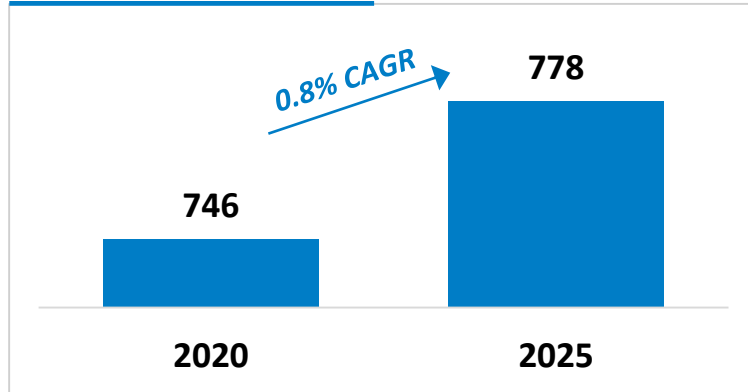


NONRESIDENTIAL ACTIVITY VARIES BY SECTOR

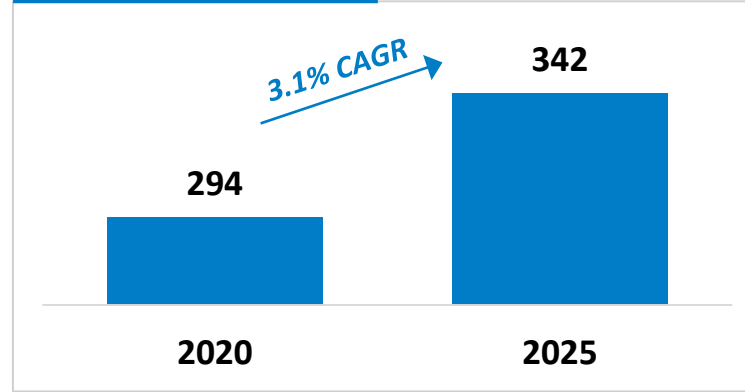
| CATEGORIES | OUTLOOK | COMMENTARY |
|--|--|---|
|  Domestic Manufacturing |  | <ul style="list-style-type: none">Recent acceleration of U.S.-based manufacturing of critical products (e.g., semiconductors, batteries and electric vehicles) |
|  Energy |  | <ul style="list-style-type: none">Accelerating to meet increased consumer demand; significant industrial construction strength along the Gulf Coast |
|  Data Centers |  | <ul style="list-style-type: none">Strong demand expected to continue driven by increased adoption of digital and cloud-based services |
|  Light Commercial, Retail and Hospitality |  | <ul style="list-style-type: none">Recovering from pandemic trough; however, new projects may have more difficulty accessing capital if commercial lending conditions meaningfully tighten |
|  Warehouses and Distribution Centers |  | <ul style="list-style-type: none">Moderating from period of robust pandemic-driven growth |

NONRESIDENTIAL DEMAND EXPECTED TO REMAIN RESILIENT LED BY HEAVY INDUSTRIAL PROJECTS OF SCALE

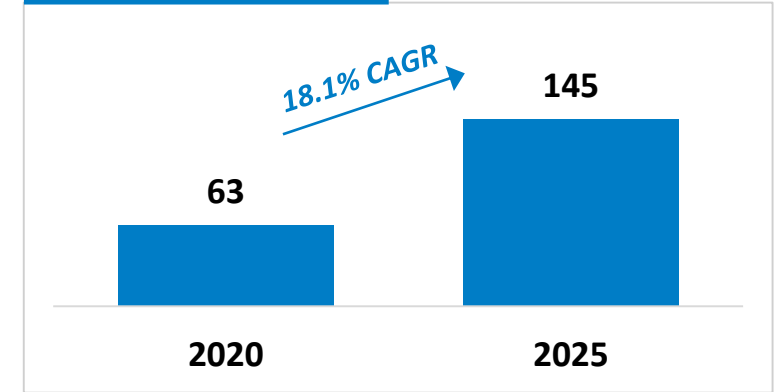
COMMERCIAL STARTS (MM SQFT)



INSTITUTIONAL STARTS (MM SQFT)



MANUFACTURING STARTS (MM SQFT)



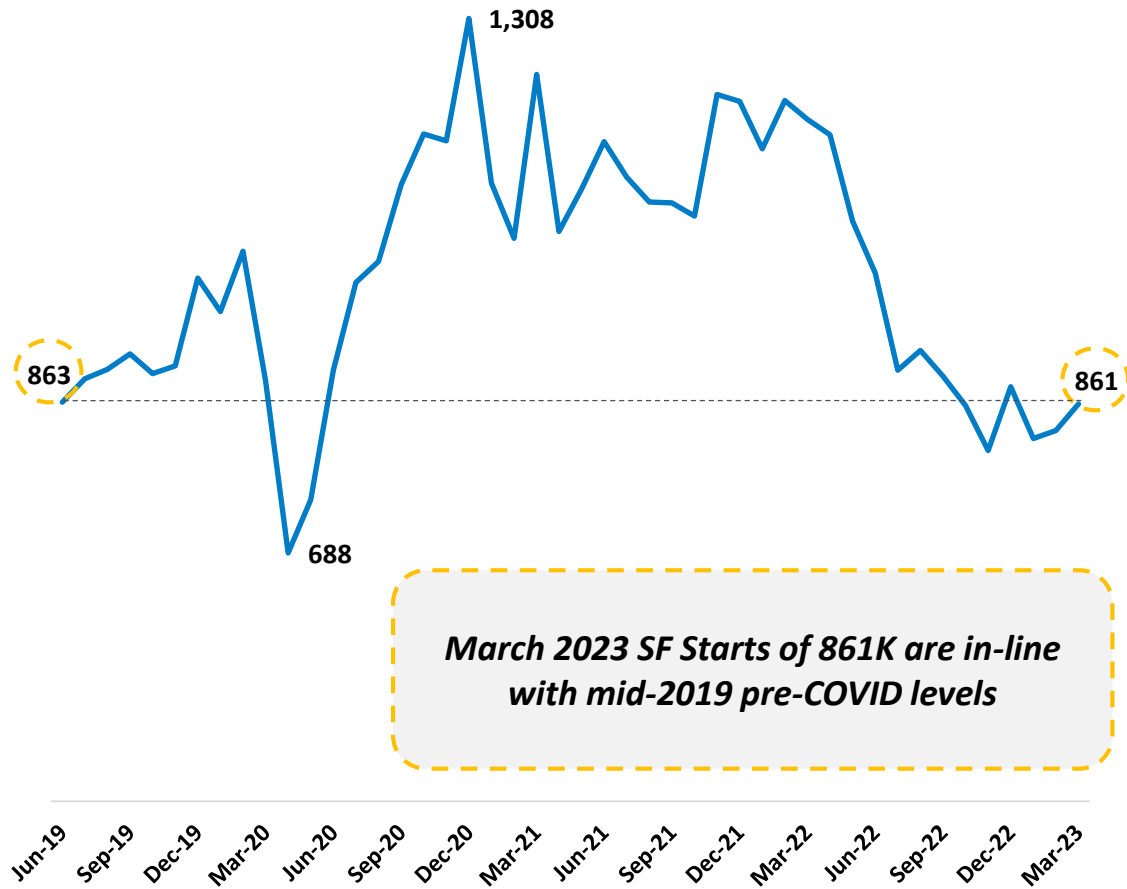
SELECT ANNOUNCED AND IN PROCESS PROJECT EXAMPLES ACROSS OUR FOOTPRINT

| | | | |
|--|--|--|--|
|  <p>Data Centers <i>Hickory, NC</i></p> |  <p>Austin Semiconductor <i>Taylor, TX</i></p> |  <p>Lithium Battery Plant <i>Kokomo, IN</i></p> |  <p>LNG Terminal Expansion <i>Sabine Pass, TX</i></p> |
|--|--|--|--|

RESIDENTIAL TRENDS

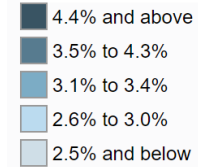
SINGLE-FAMILY STARTS (SEASONALLY ADJUSTED)

Starts in 000s



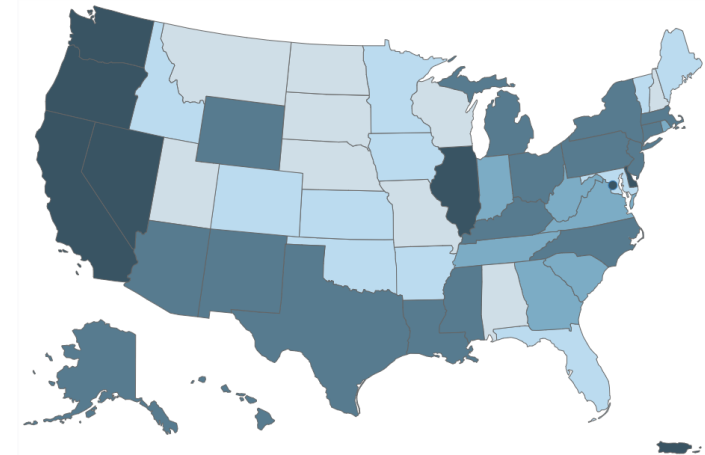
STATE UNEMPLOYMENT

(Mar 2023)



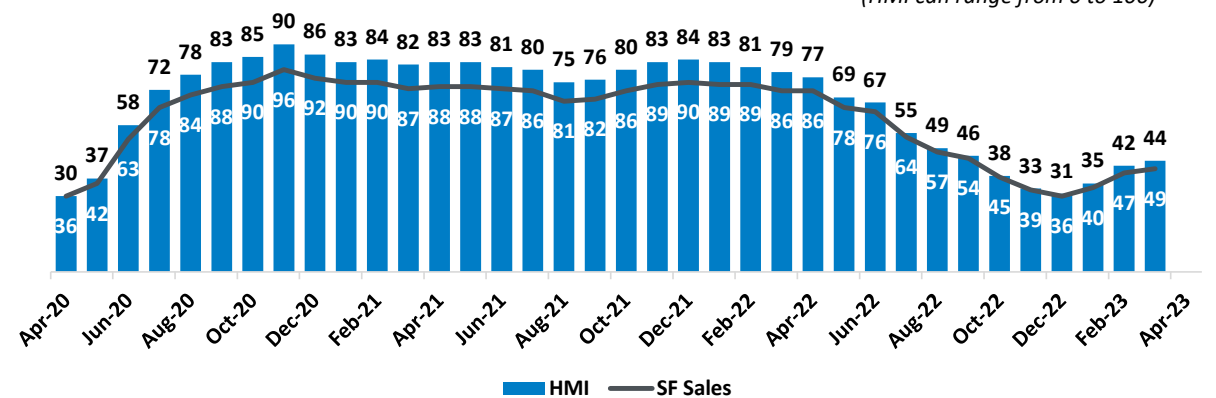
MLM Key States

- TX: 4.0%
- CO: 2.8%
- NC: 3.5%
- GA: 3.1%
- FL: 2.6%
- MN: 2.8%
- CA: 4.4%



NAHB HOUSING MARKET INDEX (SEASONALLY ADJUSTED)

(HMI can range from 0 to 100)





APPENDIX

ADJUSTED EBITDA

\$ IN MILLIONS

| | Three Months Ended Mar 31, 2023 | Three Months Ended Mar 31, 2022 |
|---|------------------------------------|------------------------------------|
| Net earnings from continuing operations attributable to Martin Marietta | \$ 134.3 | \$ 24.5 |
| Add back (Deduct): | | |
| Interest expense, net of interest income | 31.6 | 40.5 |
| Income tax expense for controlling interests | 35.5 | 5.9 |
| Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates | 121.7 | 124.9 |
| Acquisition and integration expenses | 0.8 | 1.4 |
| Adjusted EBITDA | \$ 323.9 | \$ 197.2 |
| Total Revenues | \$1,354.1 | \$1,230.8 |
| Adjusted EBITDA Margin | 23.9% | 16.0% |

Earnings from continuing operations before interest; income taxes; depreciation, depletion and amortization expense; the earnings/loss from nonconsolidated equity affiliates; and acquisition and integration expenses (Adjusted EBITDA) is an indicator used by the Company and investors to evaluate the Company's operating performance from period to period.

Adjusted EBITDA is not defined by GAAP and, as such, should not be construed as an alternative to earnings from operations, net earnings or operating cash flow.

2023 ADJUSTED EBITDA GUIDANCE AT HIGH END

\$ IN MILLIONS

| | Year Ended Dec 31, 2023 |
|---|----------------------------|
| Net earnings from continuing operations attributable to Martin Marietta | \$ 990 |
| Add back: | |
| Interest expense, net of interest income | 155 |
| Income tax expense for controlling interests | 235 |
| Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates | 520 |
| Adjusted EBITDA | \$ 1,900 |

Earnings from continuing operations before interest; income taxes; depreciation, depletion and amortization expense; and the earnings/loss from nonconsolidated equity affiliates (Adjusted EBITDA) is an indicator used by the Company and investors to evaluate the Company's operating performance from period to period.

Adjusted EBITDA is not defined by GAAP and, as such, should not be construed as an alternative to earnings from operations, net earnings or operating cash flow.

NET LEVERAGE AT MARCH 31, 2023

\$ IN MILLIONS

| | 12-Month Period Apr 1, 2022 to Mar 31, 2023 |
|---|---|
| Net earnings from continuing operations attributable to Martin Marietta | \$ 966.1 |
| Add back (Deduct): | |
| Interest expense, net of interest income | 146.5 |
| Income tax expense for controlling interests | 264.4 |
| Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates | 493.4 |
| Acquisition and integration expenses | 8.5 |
| Nonrecurring gain on divestiture | (151.9) |
| Consolidated Adjusted EBITDA | \$ 1,727.0 |
| Consolidated debt at Mar 31, 2023, excluding the discharged \$700 million Notes that mature in 2023 | \$ 4,342.0 |
| Less: Unrestricted cash at Mar 31, 2023 | (229.4) |
| Consolidated net debt at Mar 31, 2023 | \$ 4,112.6 |
| Consolidated net debt to Consolidated Adjusted EBITDA at Mar 31, 2023, for the trailing-12 months consolidated Adjusted EBITDA | 2.4 times |

Consolidated net debt to consolidated Adjusted EBITDA at March 31, 2023, for the trailing-12 months, is a non-GAAP measure.

Management uses this ratio to assess its capacity for additional borrowings. The calculation in the table is not intended to be a substitute for the Company's leverage covenant under its credit facility. The Company discharged its \$700 million Notes due in 2023 by irrevocably transferring an amount to satisfy the remaining interest and principal repayment to an escrow trust account. The calculation in the table excludes the discharged debt and the related escrow trust account assets.

NET LEVERAGE AT DECEMBER 31, 2021

\$ IN MILLIONS

| | 12-Month Period Jan 1, 2021 to Dec 31, 2021 |
|---|---|
| Net earnings from continuing operations attributable to Martin Marietta | \$ 702.0 |
| Add back (Deduct): | |
| Interest expense, net of interest income | 142.4 |
| Income tax expense for controlling interests | 153.1 |
| Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates | 442.5 |
| Acquisition and integration expenses | 57.9 |
| Impact of selling acquired inventory after markup to fair value as part of acquisition accounting | 30.6 |
| Consolidated Adjusted EBITDA | \$ 1,528.5 |
| Consolidated debt at Dec 31, 2021 | \$ 5,100.9 |
| Less: Unrestricted cash at Dec 31, 2021 | (258.4) |
| Consolidated net debt at Dec 31, 2021 | \$ 4,842.5 |
| Consolidated net debt to Consolidated Adjusted EBITDA at Dec 31, 2021, for the trailing-12 months consolidated Adjusted EBITDA | 3.2 times |

Consolidated net debt to consolidated Adjusted EBITDA at December 31, 2021, for the trailing-12 months, is a non-GAAP measure.

Management uses this ratio to assess its capacity for additional borrowings. The calculation in the chart is not intended to be a substitute for the Company's leverage covenant under its credit facility.



FOR MORE INFORMATION, PLEASE VISIT
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