

Martin Marietta Materials, Inc.**Mix-Adjusted Average Selling Price and Variances***(dollars per ton)*

Mix-adjusted average selling price (Mix-adjusted ASP) is a non-GAAP measure that excludes the impact of period-over-period product, geographic and other mix on the average selling price. Mix-adjusted ASP is calculated by comparing current-period shipments to like-for-like shipments in the comparable prior period. Management uses this metric to evaluate the realization of pricing increases and believes this information is useful to investors as it provides same-on-same pricing trends. The following reconciles reported average selling price to mix-adjusted ASP and corresponding variances.

	Three Months Ended	
	September 30,	
	2024	2023
Aggregates:		
Reported average selling price	\$ 21.52	\$ 19.98
Adjusted for impact of acquisitions	0.27	-
Organic average selling price	\$ 21.79	\$ 19.98
Adjustment for impact of product, geographic and other mix	(0.05)	
Organic mix-adjusted ASP	\$ 21.74	
Reported average selling price variance	7.7%	
Organic average selling price variance	9.1%	
Organic mix-adjusted ASP variance	8.9%	

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	Three Months Ended		Year Ended	
	December 31,		December 31,	
	2023	2022	2023	2022
Aggregates:				
Reported average selling price	\$ 20.22	\$ 17.58	\$ 19.84	\$ 16.68
Adjustment for impact of product, geographic and other mix	(0.12)		(0.28)	
Mix-adjusted ASP	<u>\$ 20.10</u>		<u>\$ 19.56</u>	
Reported average selling price variance	<u>15.0%</u>		<u>18.9%</u>	
Mix-adjusted ASP variance	<u>14.3%</u>		<u>17.2%</u>	
Cement - Continuing Operations:				
Reported average selling price	\$ 179.14	\$ 153.70	\$ 174.27	\$ 142.83
Adjustment for impact of product, geographic and other mix	(1.07)		(0.62)	
Mix-adjusted ASP	<u>\$ 178.07</u>		<u>\$ 173.65</u>	
Reported average selling price variance	<u>16.6%</u>		<u>22.0%</u>	
Mix-adjusted ASP variance	<u>15.9%</u>		<u>21.6%</u>	