



# Martin Marietta

**FOUNDATION ♦ TRANSFORMATION ♦ VALUE**

8<sup>th</sup> Annual U.S. 'All Stars' Conference | J.P. Morgan

September 19-20, 2017  
London, England  
[www.martinmarietta.com](http://www.martinmarietta.com)



# Disclaimer

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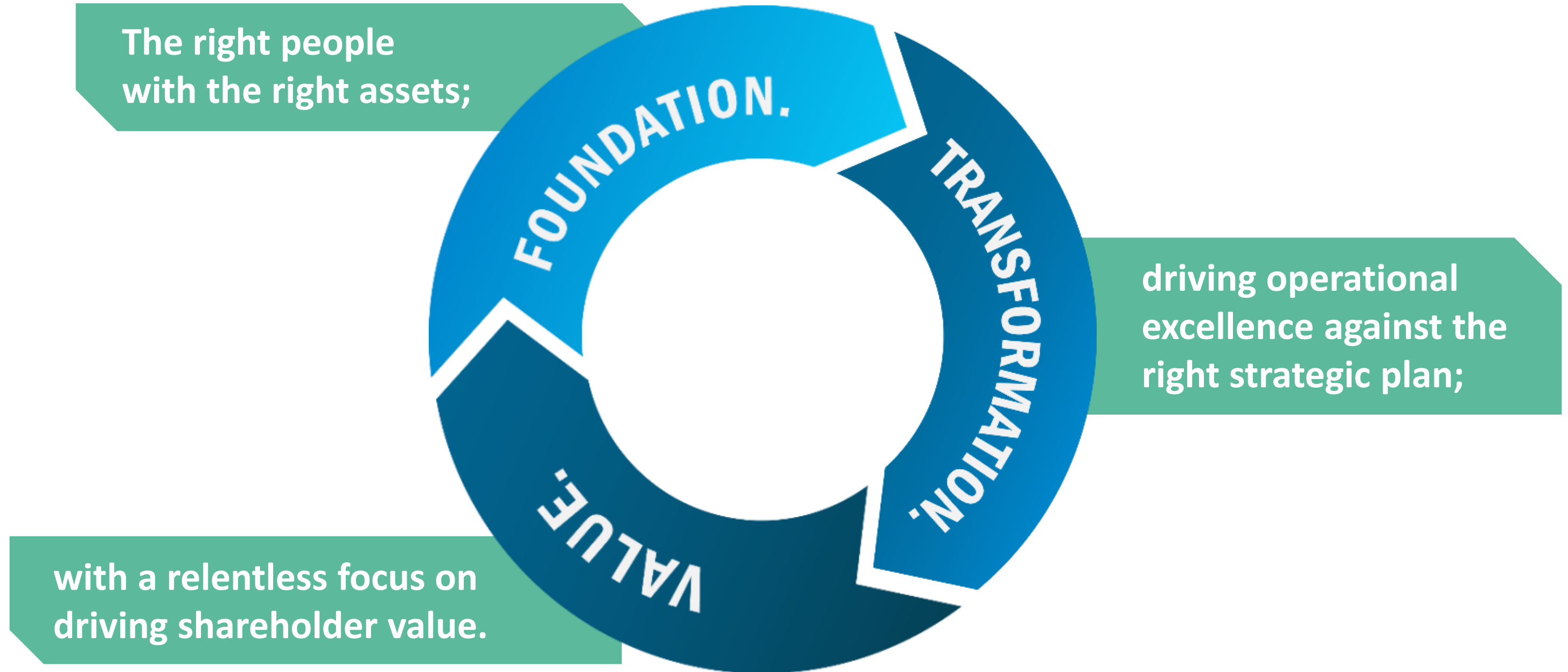
## Statement Regarding Safe Harbor for Forward-Looking Statements

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](http://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.





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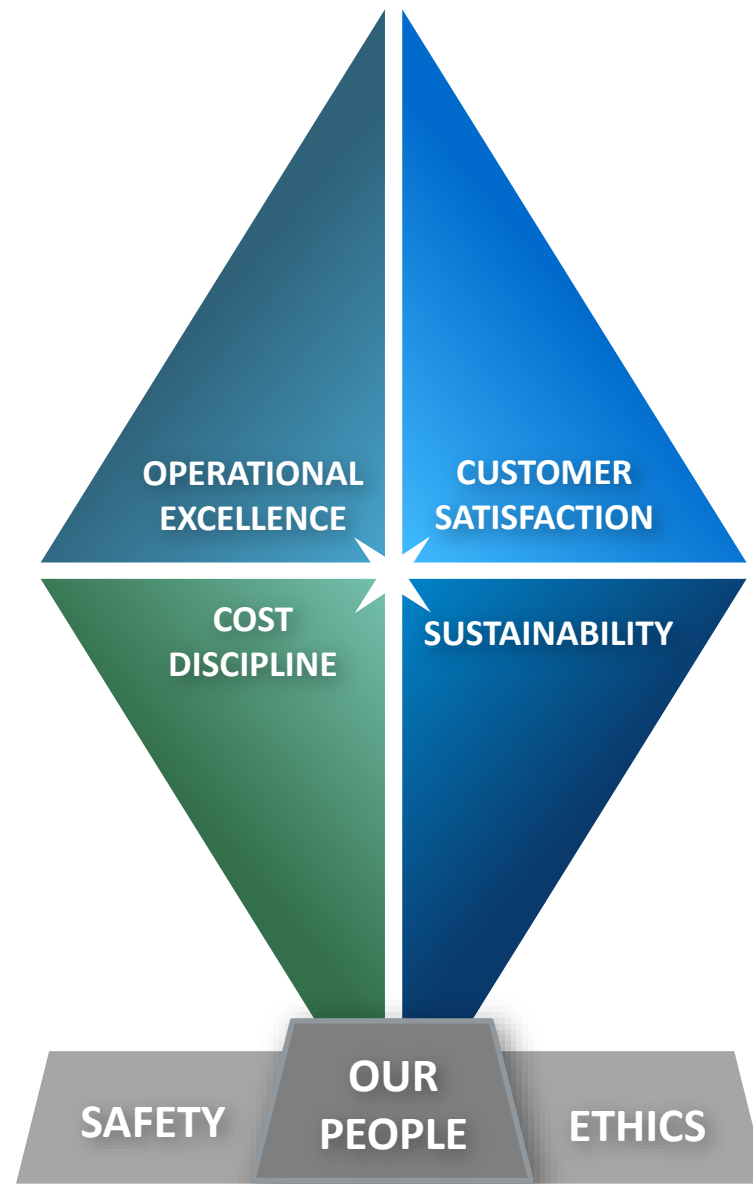
TRANSFORMATION

VALUE

THE PATH FORWARD



# Pillars of Shareholder Value



## SAFETY AND ETHICS

- ◆ World-class safety
- ◆ Guardian Angel
- ◆ Annual ethics training

## SUSTAINABILITY

- ◆ Community well-being
- ◆ Employee well-being
- ◆ Environmental stewardship

## OPERATIONAL EXCELLENCE

- ◆ Strategic plan (SOAR) execution
- ◆ Sustainable competitive advantage
- ◆ Commitment to core competencies

## COST DISCIPLINE

- ◆ Profit and earnings growth
- ◆ Capital allocation
- ◆ Portfolio optimization

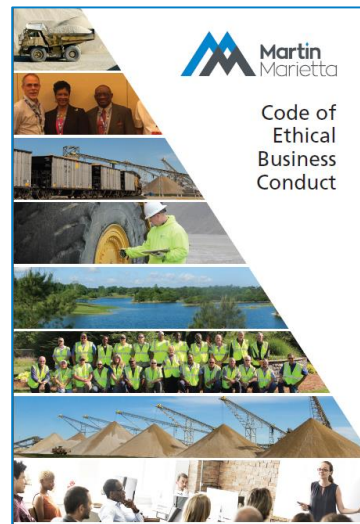
## CUSTOMER SATISFACTION

- ◆ Supplier of choice
- ◆ Customer service and relationships

# Collective Commitment to Safety and Ethics

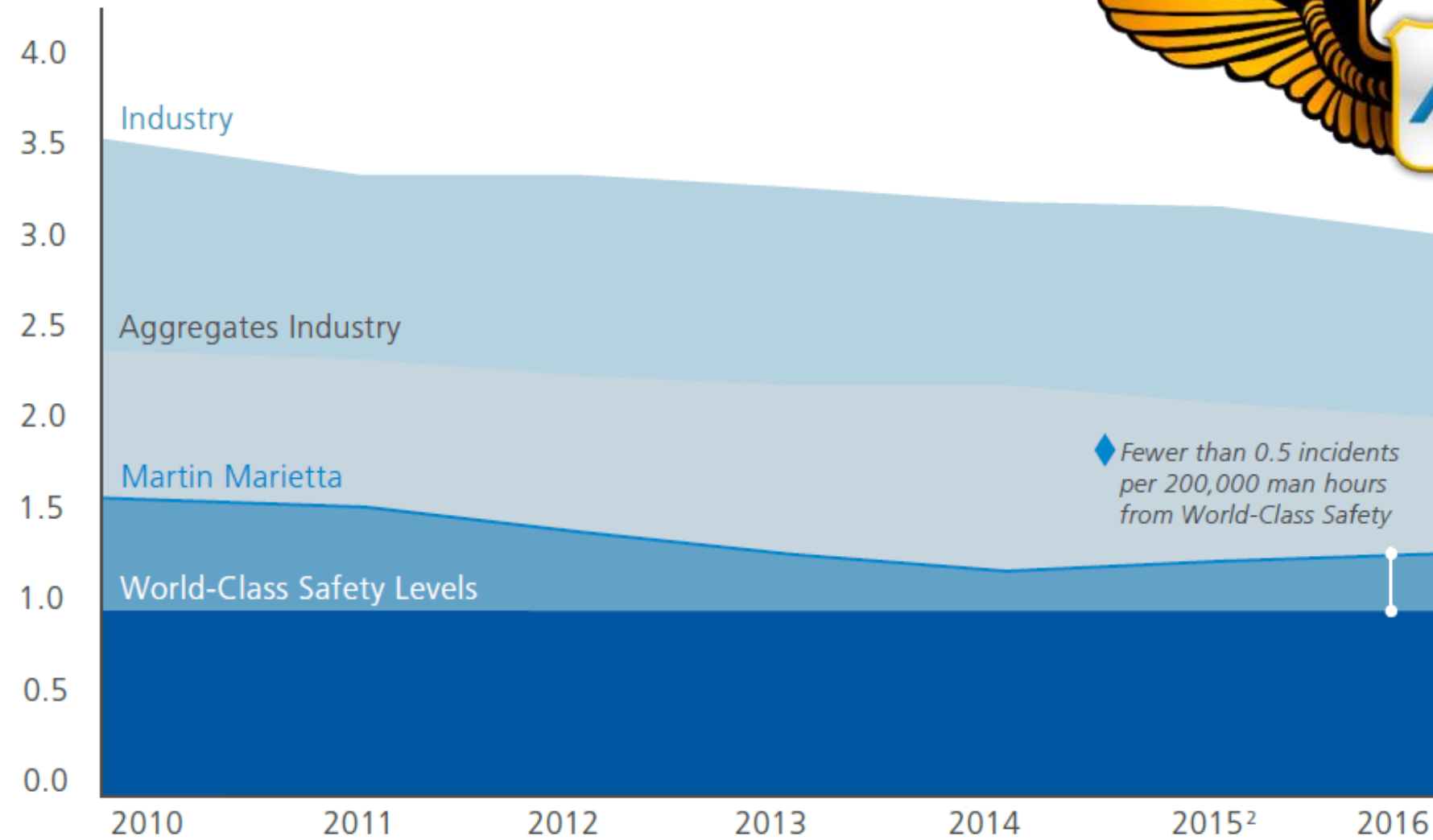


*Safety and ethics are the  
foundational elements  
of Martin Marietta*



# World-Class Safety

## TOTAL INCIDENT INJURY RATE <sup>1</sup>




Data current as of 12/31/16


<sup>1</sup> Total Incident Injury Rate per 200,000 man hours worked.

<sup>2</sup> Reported per the National Stone, Sand and Gravel Association (NSSGA) and the U.S. Bureau of Labor Statistics (BLS).




# Sustainability Focuses on Well-Being





**BUILDING SOLID FOUNDATIONS**  
PARTNERING FOR STRONGER COMMUNITIES  
2016 SUSTAINABILITY REPORT





FOUNDATION

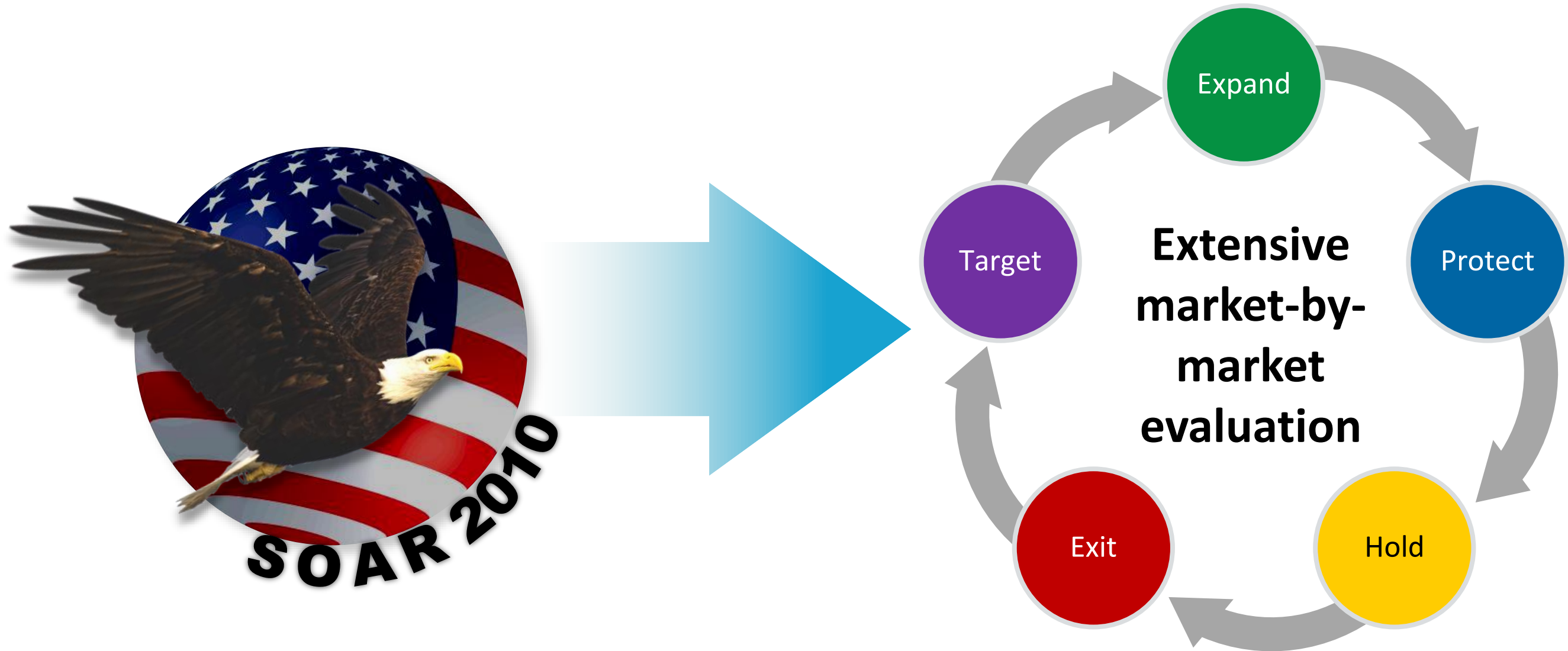
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# Strategic Operating Analysis and Review (SOAR)





# SOAR 2010 Key Accomplishments

2010	2011	2012	2013	2014
SOAR Process Launch	Tausch Acquisition	New Kiln at Specialty Products	Atlanta Acquisition	Texas Industries Acquisition
Port Canaveral, FL Marine Terminal	River/Colorado Swap	Bird Hill Trap Rock Greenfield		Gregory Yard Expansion
Loamy Sand & Gravel Acquisition (SC)	Suburban Ready Mix Acquisition	Avard, OK Rail Yard		Medina Rock & Rail
Kansas City Rail Yard	Texas Millet Yard			Boral – Davis, OK Acquisition

# SOAR 2010 Key Accomplishments

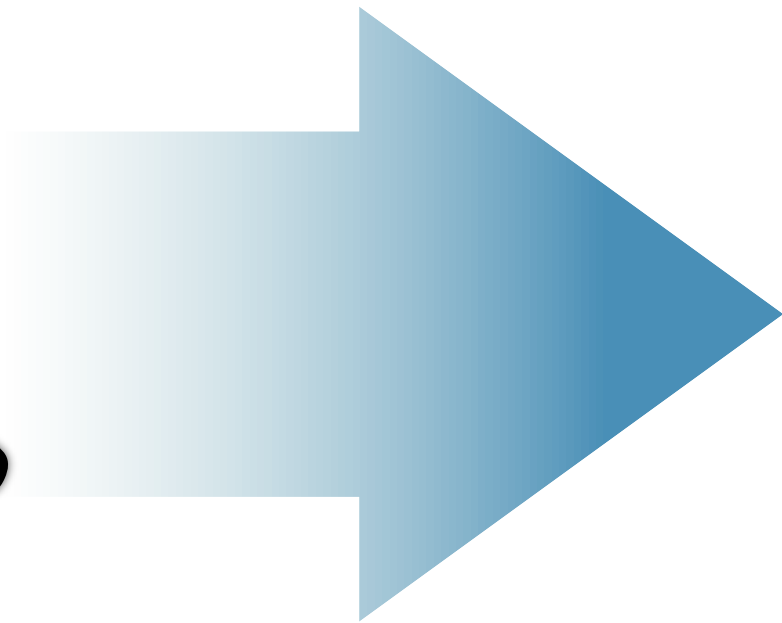
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Kansas City Rail Yard	Texas Millet Yard			Boral – Davis, OK Acquisition

# Validated the Success of SOAR 2010

	2010 <sup>1</sup>		2016 <sup>1</sup>
			
<b>Net Sales</b>	\$1.6 billion	↑	\$3.6 billion
<b>Earnings from Operations</b>	\$196 million	↑	\$667 million
<b>Market Capitalization</b>	\$4.2 billion	↑	\$14.0 billion
<b>Earnings Per Diluted Share</b>	\$2.10	↑	\$6.63

<sup>1</sup> As of December 31

# Strategically Positioned



# Aligning Key Value Drivers



## Key Value Drivers

AGGREGATES

AGGREGATES-LED

CEMENT

STRATEGIC CEMENT

DOWNSTREAM  
PRODUCTS

TARGETED  
DOWNSTREAM  
PRODUCTS



EXPANDED  
PLATFORM  
FOR  
GROWTH

# Geography Still Matters



# Where You Are Matters

## MARKET ATTRACTIVENESS DRIVER

## ADVANTAGE



Population growth



Increased per capita aggregates consumption



Market economic diversity



Market stability



Superior state financial position



Supports infrastructure growth



Population density



Large infrastructure network leads to increased repair & maintenance expenditures

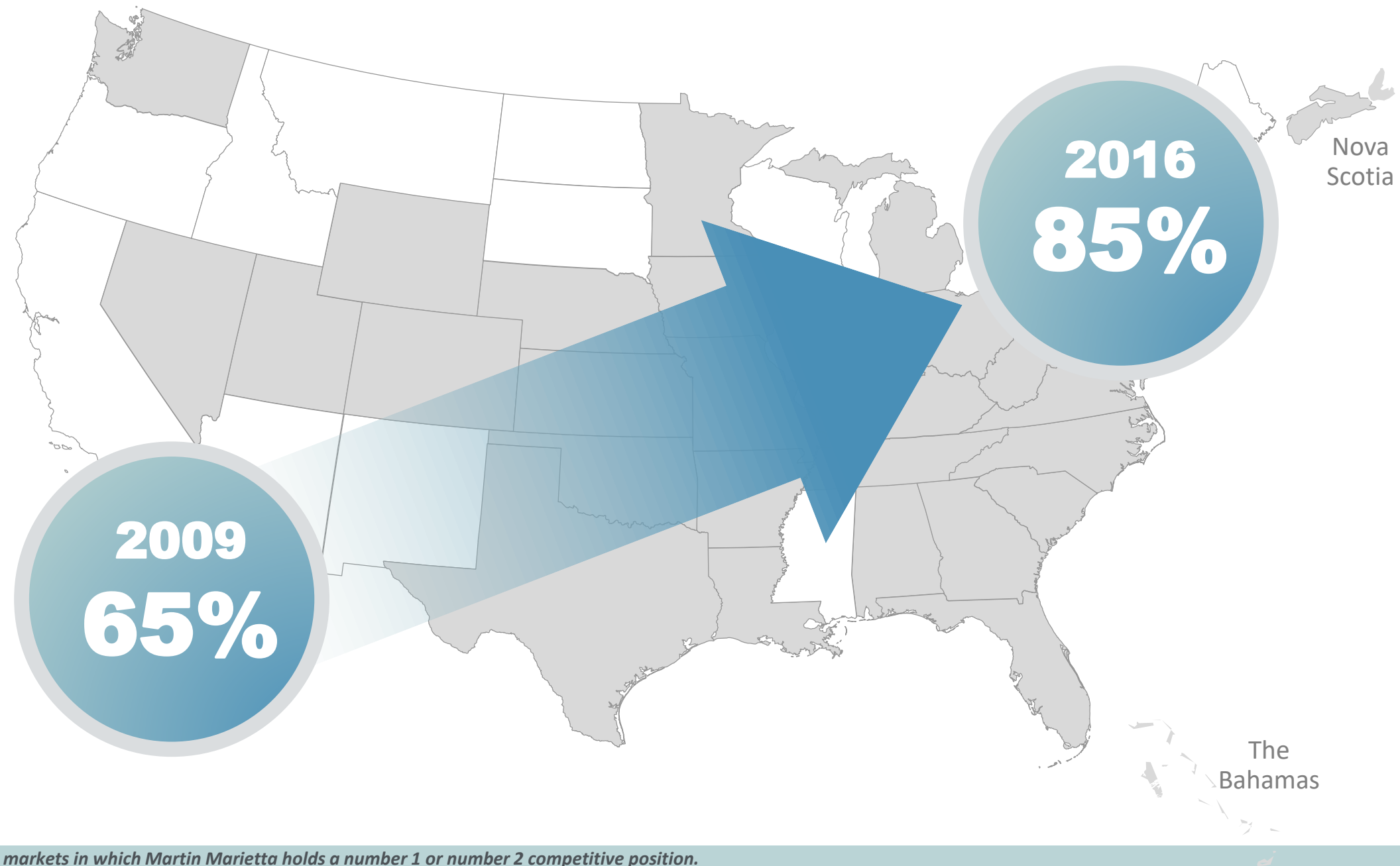


High barriers to entry



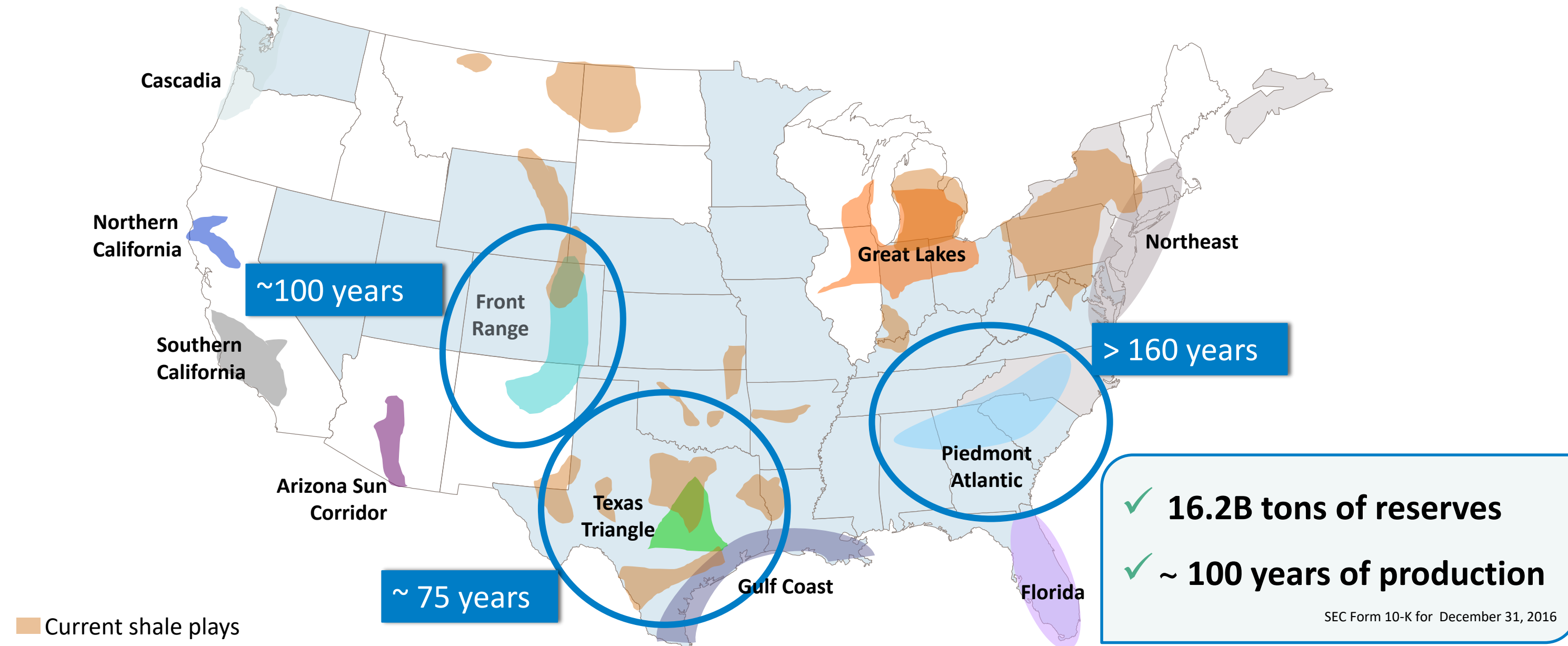
Protects location advantage

# Where Is Martin Marietta Today?



*Note: Percentages indicate regional markets in which Martin Marietta holds a number 1 or number 2 competitive position.*

# Land and Mineral Resources Support Long-Term Reserve Position



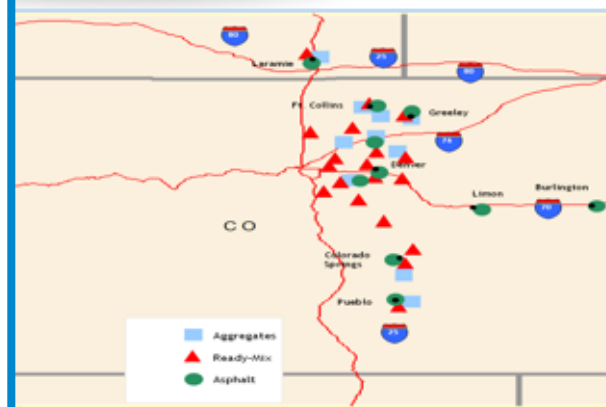
Map Source: American 2050 Regional Plan Association

Note: Shaded areas represent MLM production and sales states. Magnesia Specialties (Michigan) excluded. Years of production based on 2016 production volumes

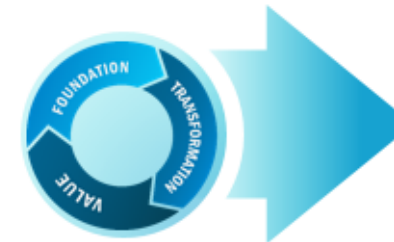
# SOAR: A Colorado Case Study

## Trading the River for the Rockies

2011



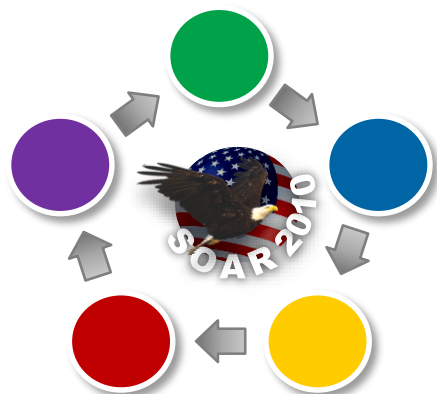
2014



### Results vs. the River at Peak <sup>1</sup>

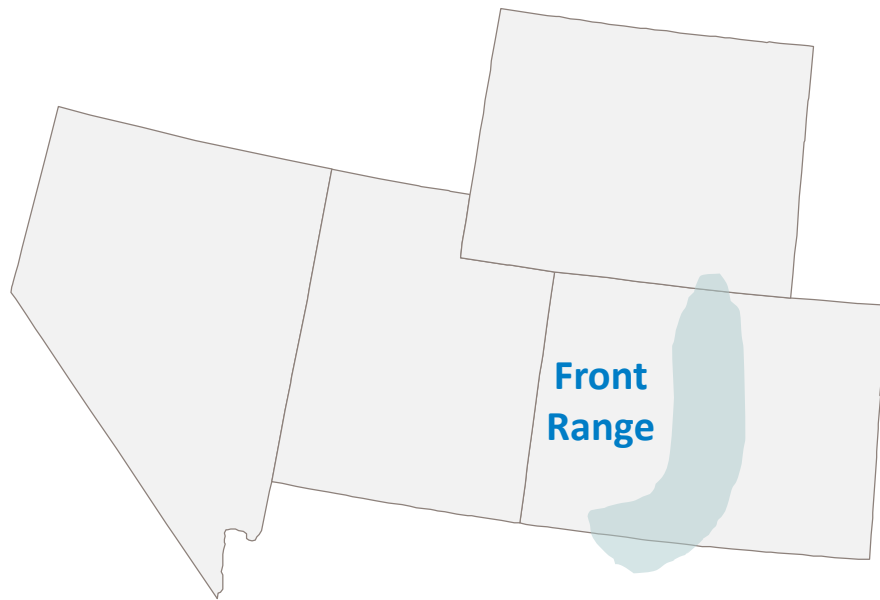
- 4x greater sales
- 4x greater gross profit
- 3.6x greater EBITDA
- 820 bps higher return on assets

<sup>1</sup> 2014 Rocky Mountain Division results versus the River District Results in 2007



# Rocky Mountain Division

## Division Profile



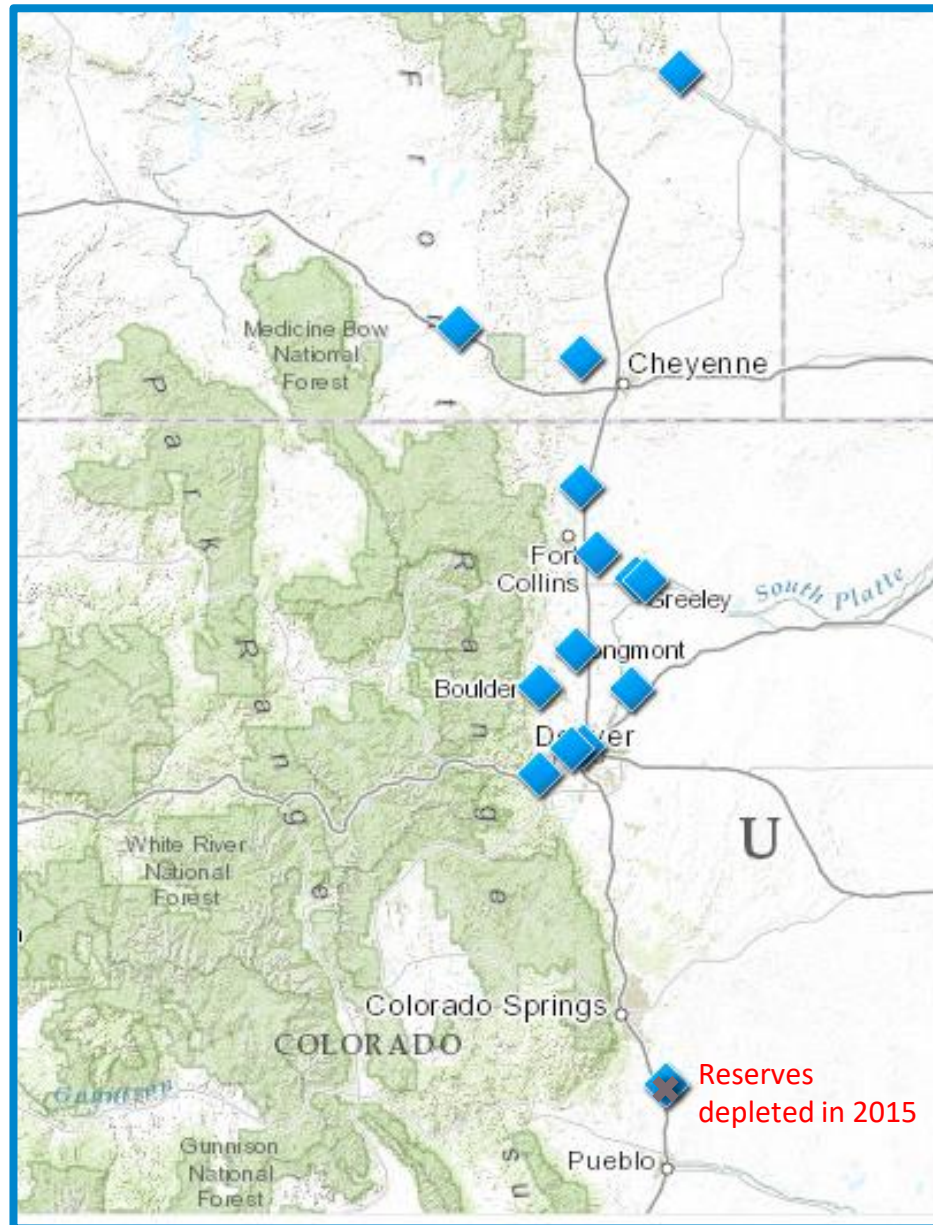
## Key Performance Drivers

- ◆ Front Range houses 80% of Colorado's population
- ◆ Fastest growing region in the country
- ◆ High demand and limited availability of coarse aggregates
- ◆ Future growth with rail access

## 2016 Statistics

- ◆ Over 14 million tons of aggregates
- ◆ Over 2 million cubic yards of ready mixed concrete
- ◆ Over 3 million tons of asphalt
- ◆ Nearly 900 million tons of reserves

# Transforming Colorado's Front Range



◆ RMD Aggregates Locations

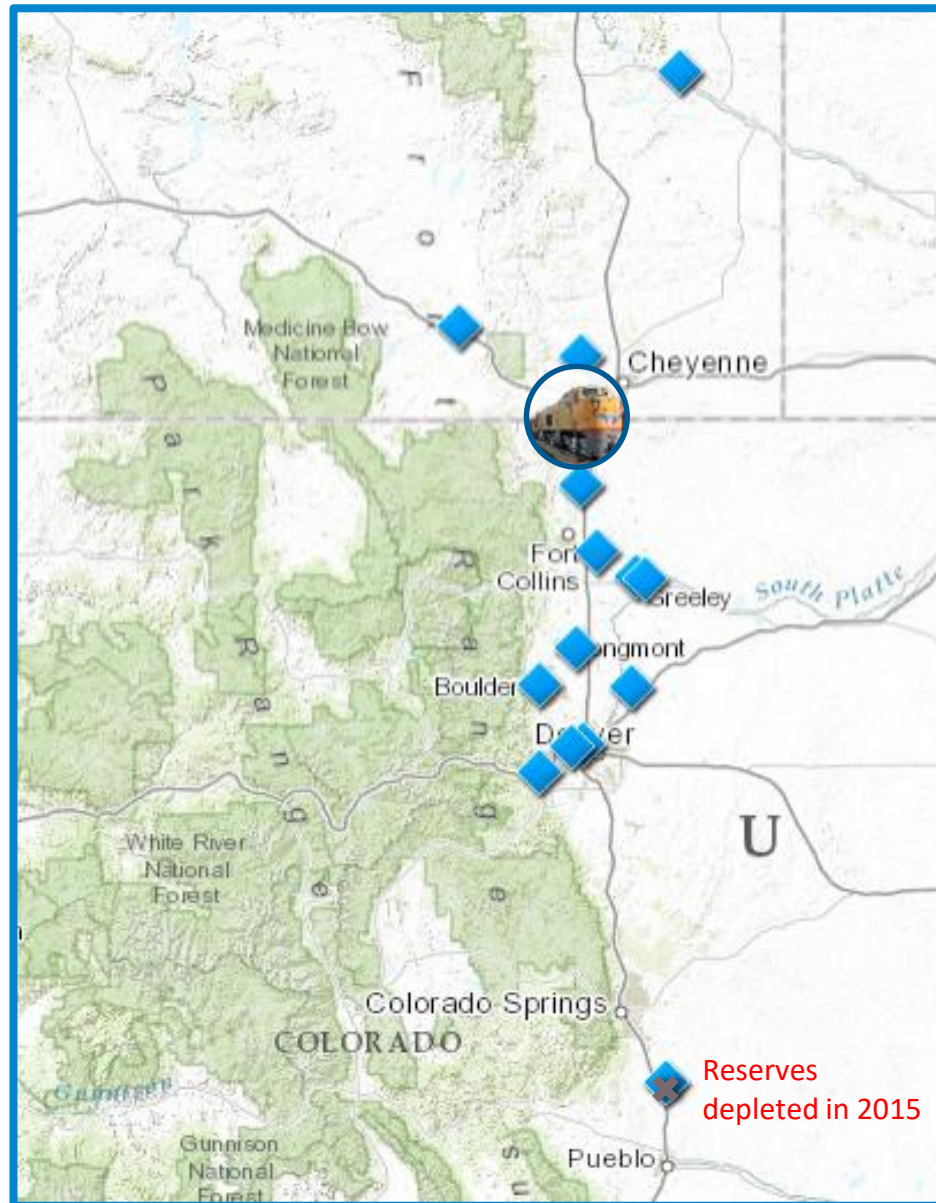
- ◆ Transition from local alluvial (sand and gravel) material market to long-haul granite market over the next 5 to 10 years
- ◆ Well-positioned to provide long-haul materials via existing northern assets and acquisitive expansion in southern Colorado
- ◆ Continued growth from Fort Collins to Pueblo



**PROTECT  
EXPAND**

Strategic source and distribution locations need to be secured to better provide products and services to customers

# Transitioning from Alluvial to Rail



◆ RMD Aggregates Locations

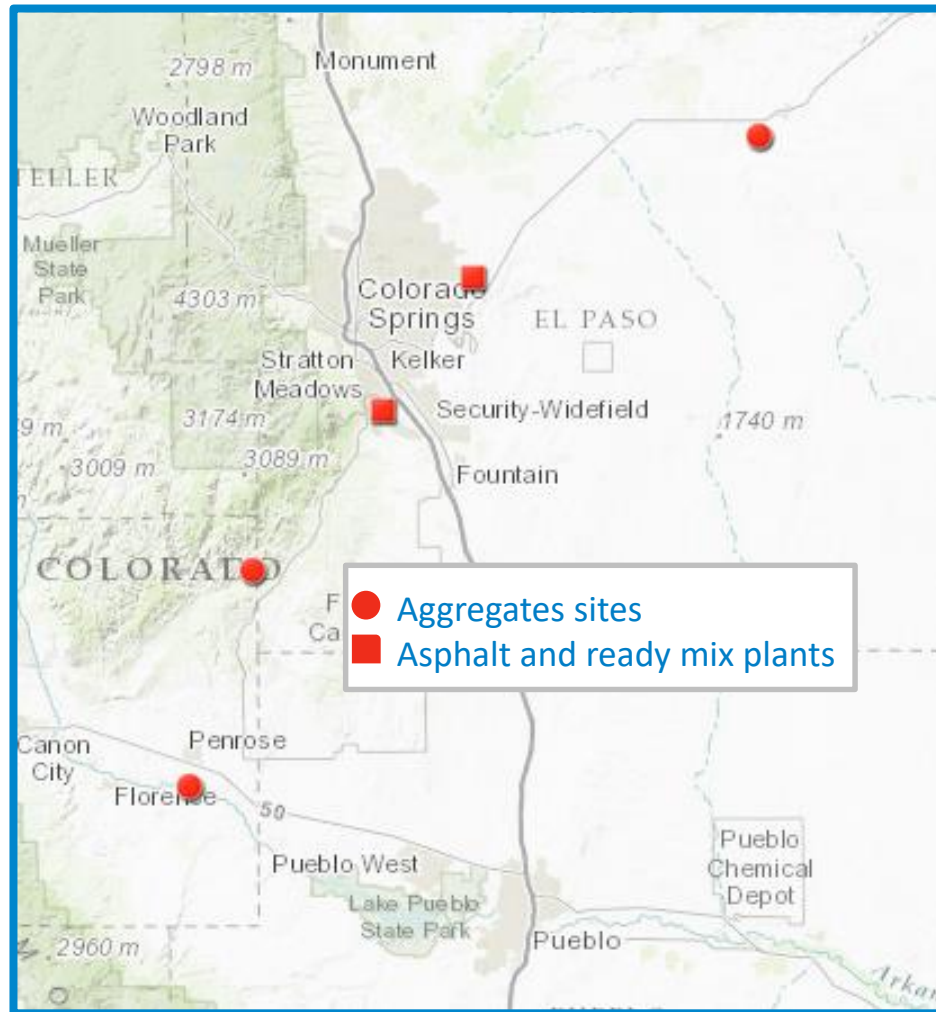
- ◆ Greenfield development of aggregates rail yard, ready mix plant and asphalt plant
- ◆ Capable of railing 2 million tons of aggregates annually
- ◆ Aggregates to be sourced from MLM's Granite Canyon Quarry
- ◆ Aim is to be operational in 2017

Robust  
Economy

Rapid Alluvial  
Reserve Depletion

Highway 34 Rock & Rail

# Establishing a Southern Colorado Platform

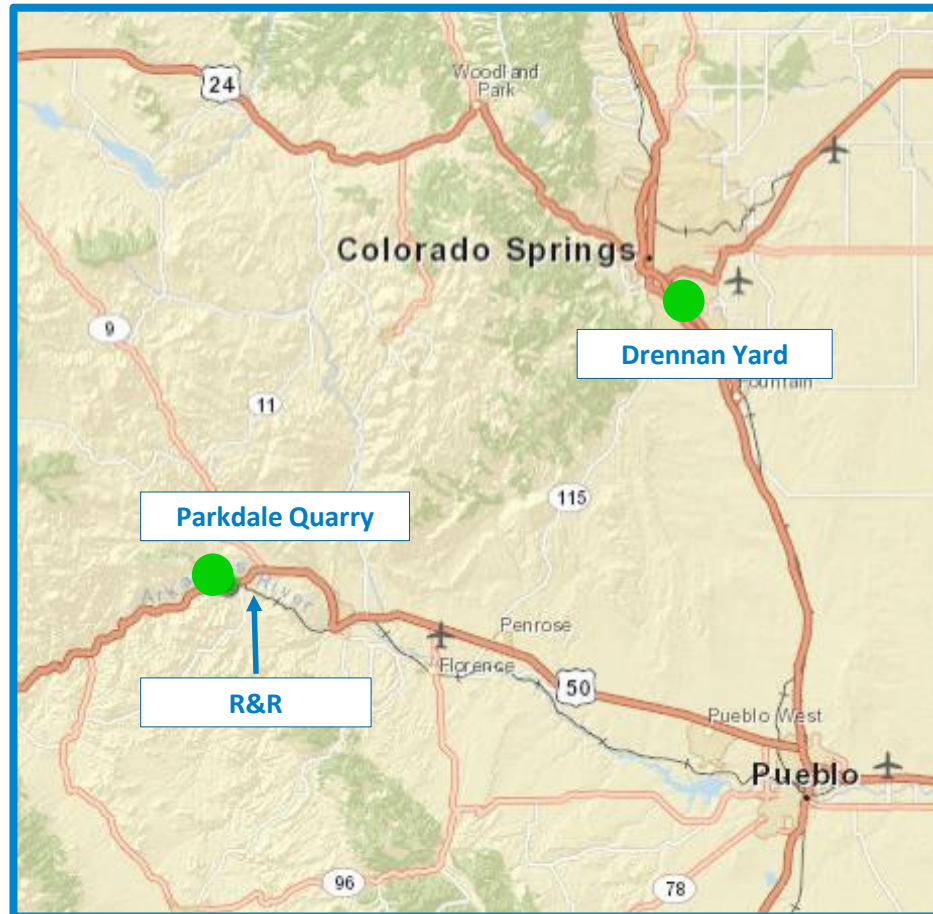


## Rocky Mountain Materials

- ◆ Producer of aggregates, asphalt and ready mix in southern Colorado (3 quarries, 2 asphalt plants and 2 ready mix plants)
- ◆ ***Over 900 million permitted tons of proven and probable aggregates reserves***
- ◆ Strategic locations



# Linking Northern and Southern Colorado

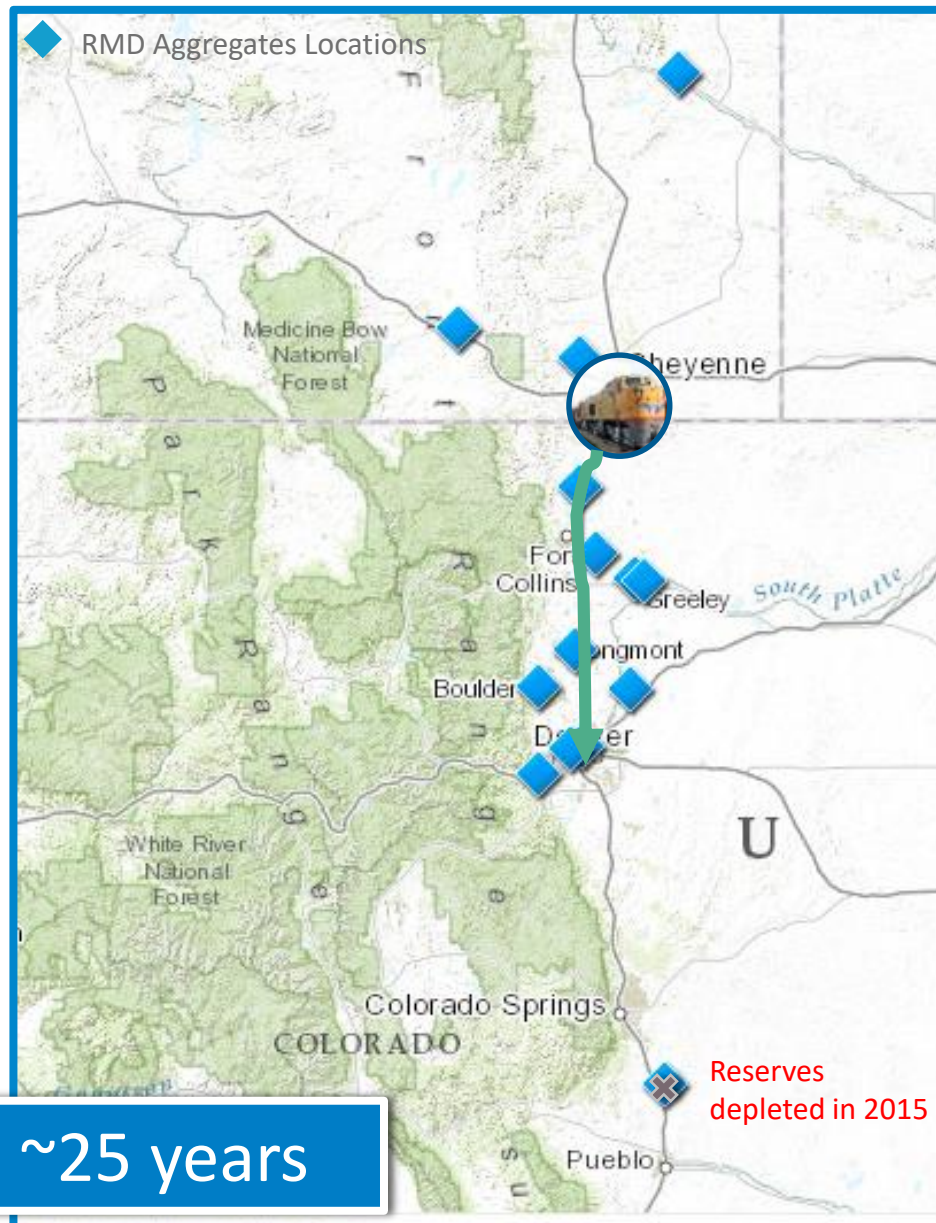


## Front Range Aggregates, LLC

- ◆ Over 50 million tons of owned alluvial and granite reserves
- ◆ Life-of-mine permit
- ◆ Potentially 200 million tons of adjacent granite reserves on Bureau of Land Management property
- ◆ Strategic locations



# Transforming Colorado's Front Range

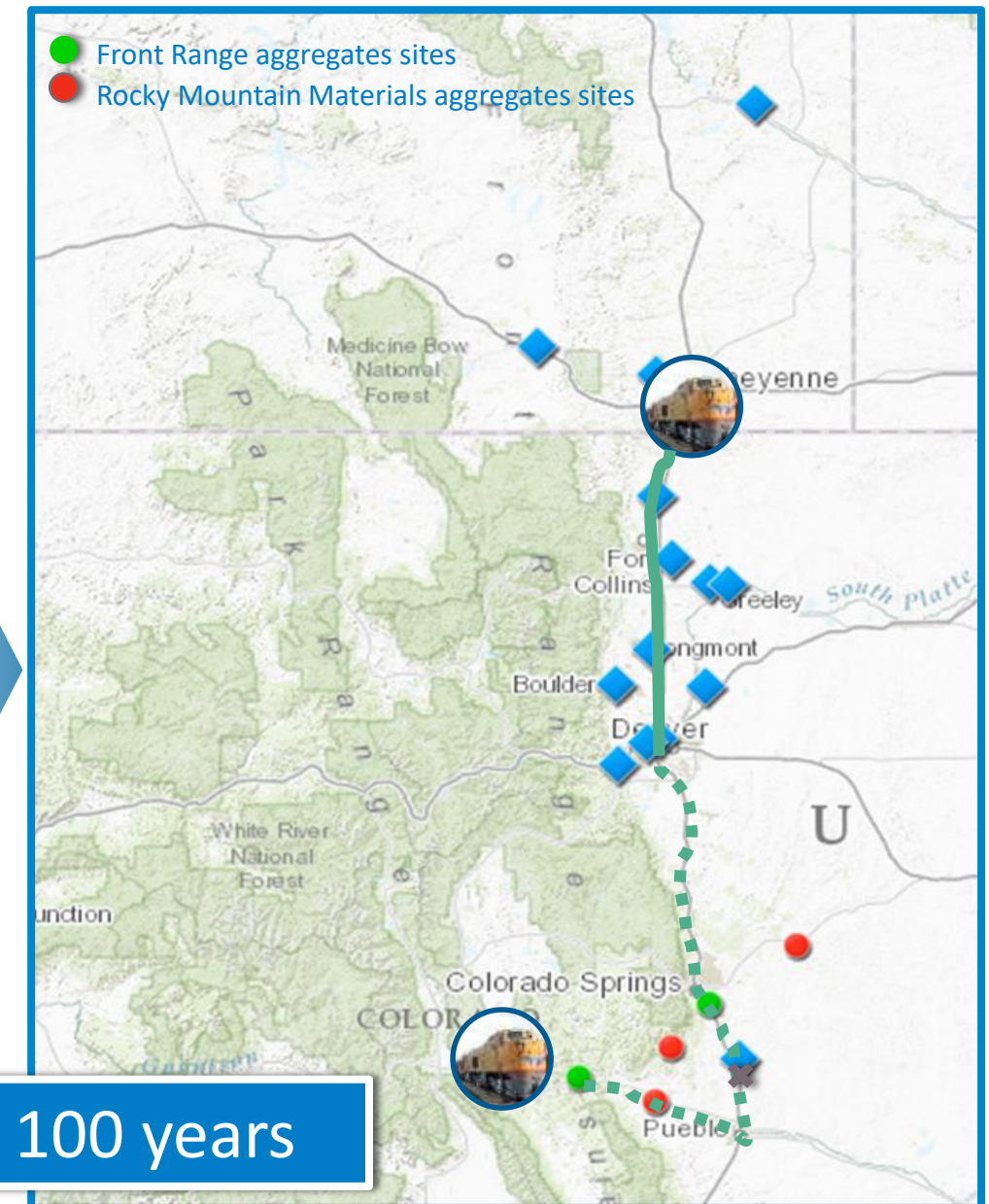


SOAR  
2020

Highway 34 Rock & Rail

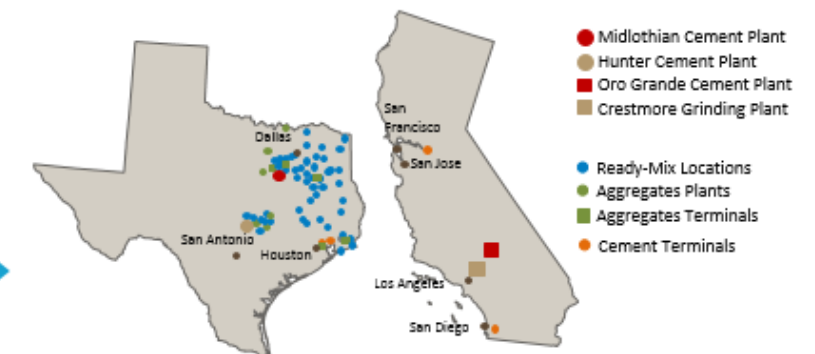
FRONT RANGE  
AGGREGATES

ROCKY MOUNTAIN  
MATERIALS & ASPHALT, INC.



# SOAR: Strategic Expansion in the Texas Triangle

## Expanding the Foundation for Growth



### MARTIN MARIETTA

#2 U.S. aggregates producer

\$2.1bn	LTM Net Sales <sup>1</sup>
4,948	Employees <sup>2</sup>
Approximately 300 operating facilities 12.6bn tons of aggregates reserves	Operations
Aggregates, ready-mix, asphalt / road paving, dolomitic lime and magnesia chemicals	Key Products

Source: Company filings

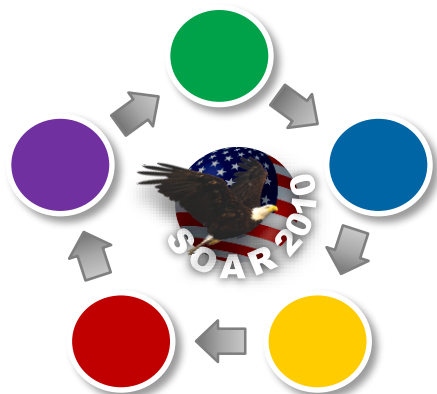
<sup>1</sup> Martin Marietta as of 9/30/2013. Texas Industries as of 11/30/2013. Excludes intersegment sales.

<sup>2</sup> Martin Marietta as of 12/31/2012. Texas Industries as of 5/31/2013.

### TEXAS INDUSTRIES

#1 cement producer in Texas  
#3 in California by cement capacity

\$0.8bn
2,040
<b>800 million tons of aggregates reserves</b> 7.4mm tons of cement capacity 106 ready-mix plants
Aggregates, cement and ready-mix



# The Texas Triangle: Why It Matters

- ◆ Texas Triangle Region contains 71% of total Texas population or 19 million people
- ◆ Connects three of the nation's top 10 cities via I-35, I-45 and I-10 interstate corridors
- ◆ Over 85,000 square miles
- ◆ Expect 35 million people, 70% of Texas' population by 2050
- ◆ Major commerce corridors spurred by favorable business and tax climate



Central Texas Region: Waco, Killeen-Temple, Austin-Round Rock, and San Antonio-New Braunfels

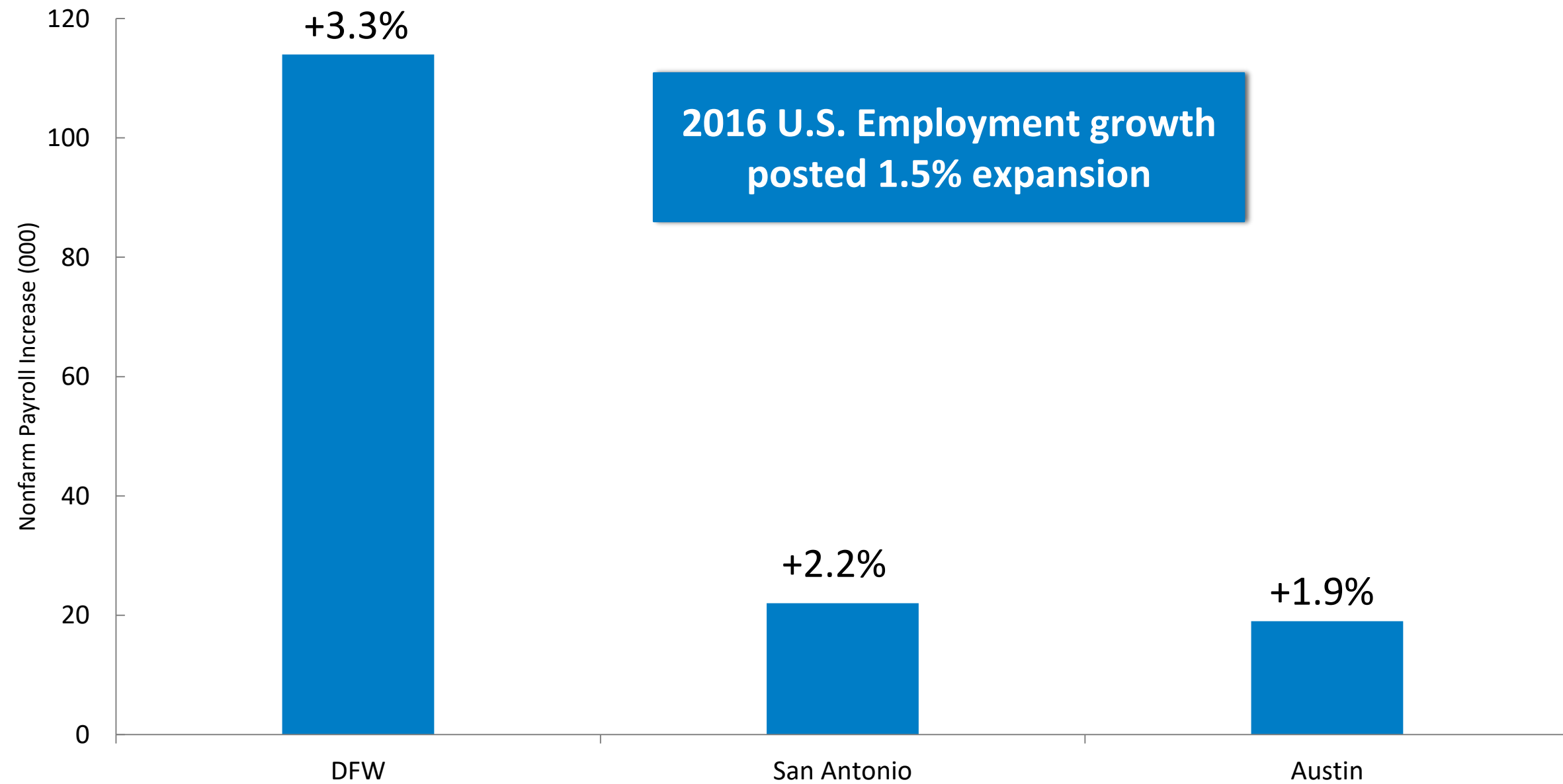
Houston Region: College Station-Bryan, Houston, and Beaumont-Port Arthur

I-35 Corridor: Dallas-Fort Worth-Arlington, Waco, Killeen-Temple, Austin-Round Rock, and San Antonio-New Braunfels

Source: 2014 U.S. Bureau of Census and Real Estate Center at Texas A&M University



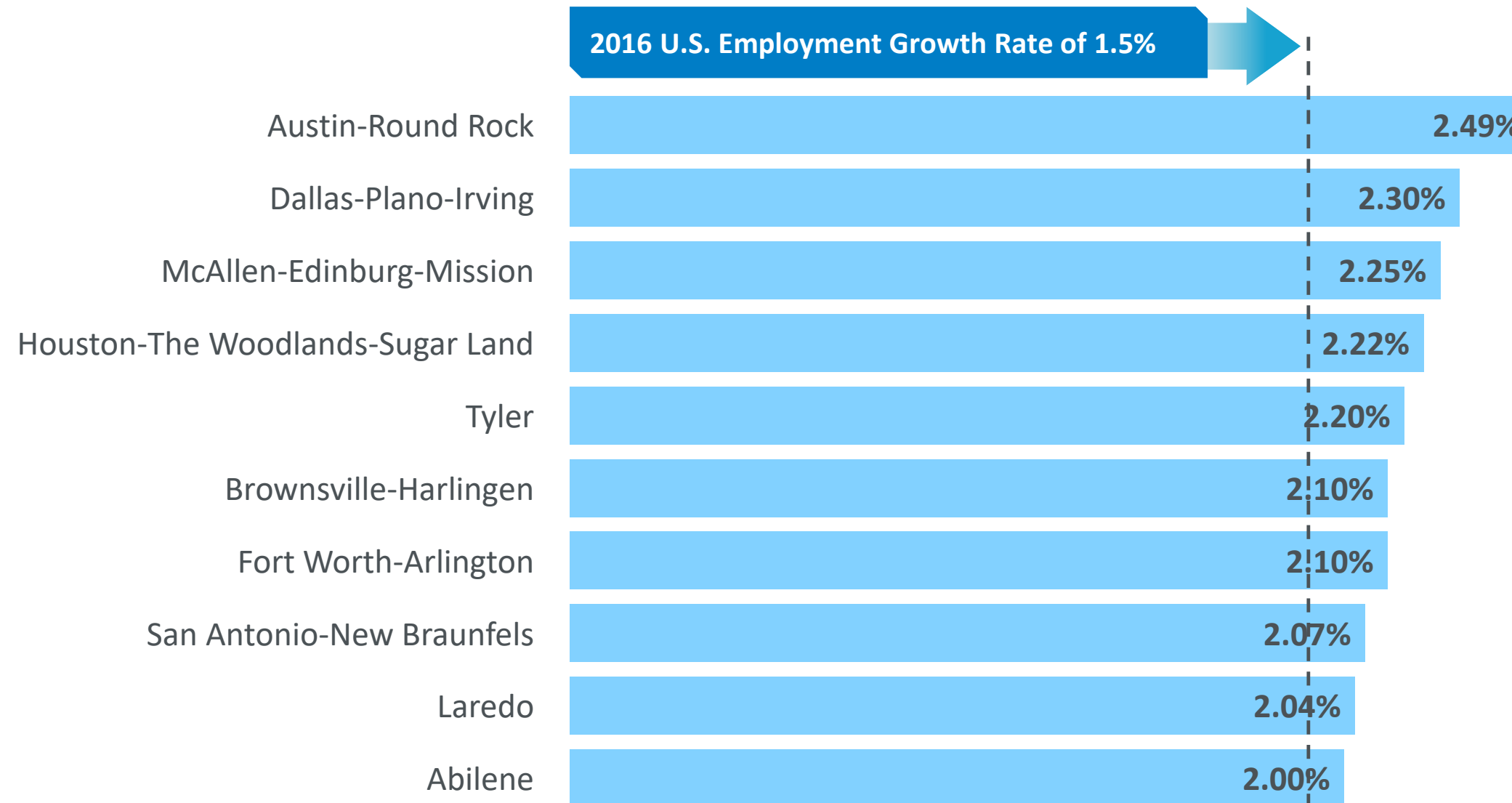
# Strong Employment Growth Along Texas I-35 Corridor



Source: U.S. Bureau of Labor Statistics

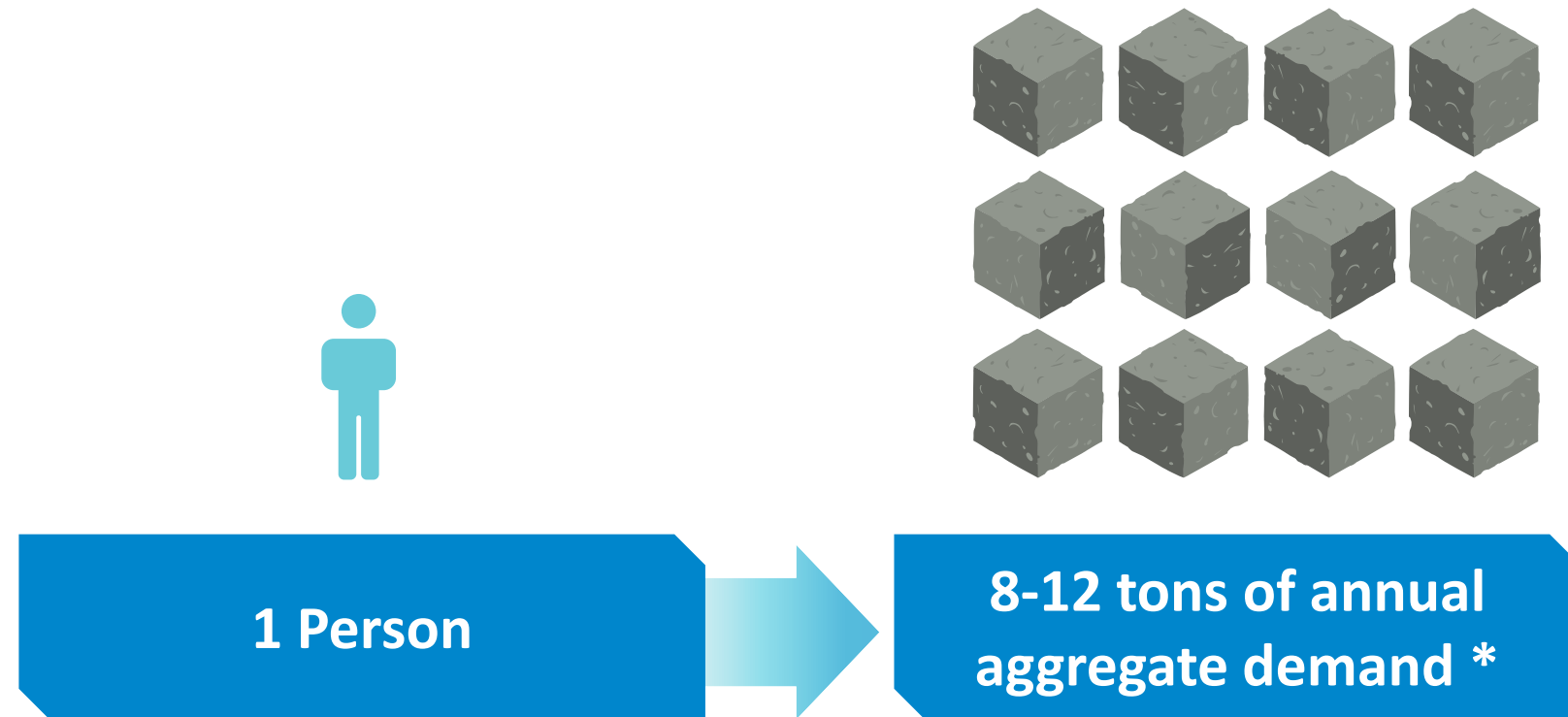


# Positive Outlook for Texas Employment Gains Through 2020



\*Sorted by projected compound annual growth rate of wage and salary employment from 2015 to 2020. All regions refer to their respective metropolitan statistical areas with the exception of the Dallas-Plano-Irving and Fort Worth-Arlington metropolitan divisions.

# Why Population Growth Matters



\* Company estimates based on aggregate demand in Texas

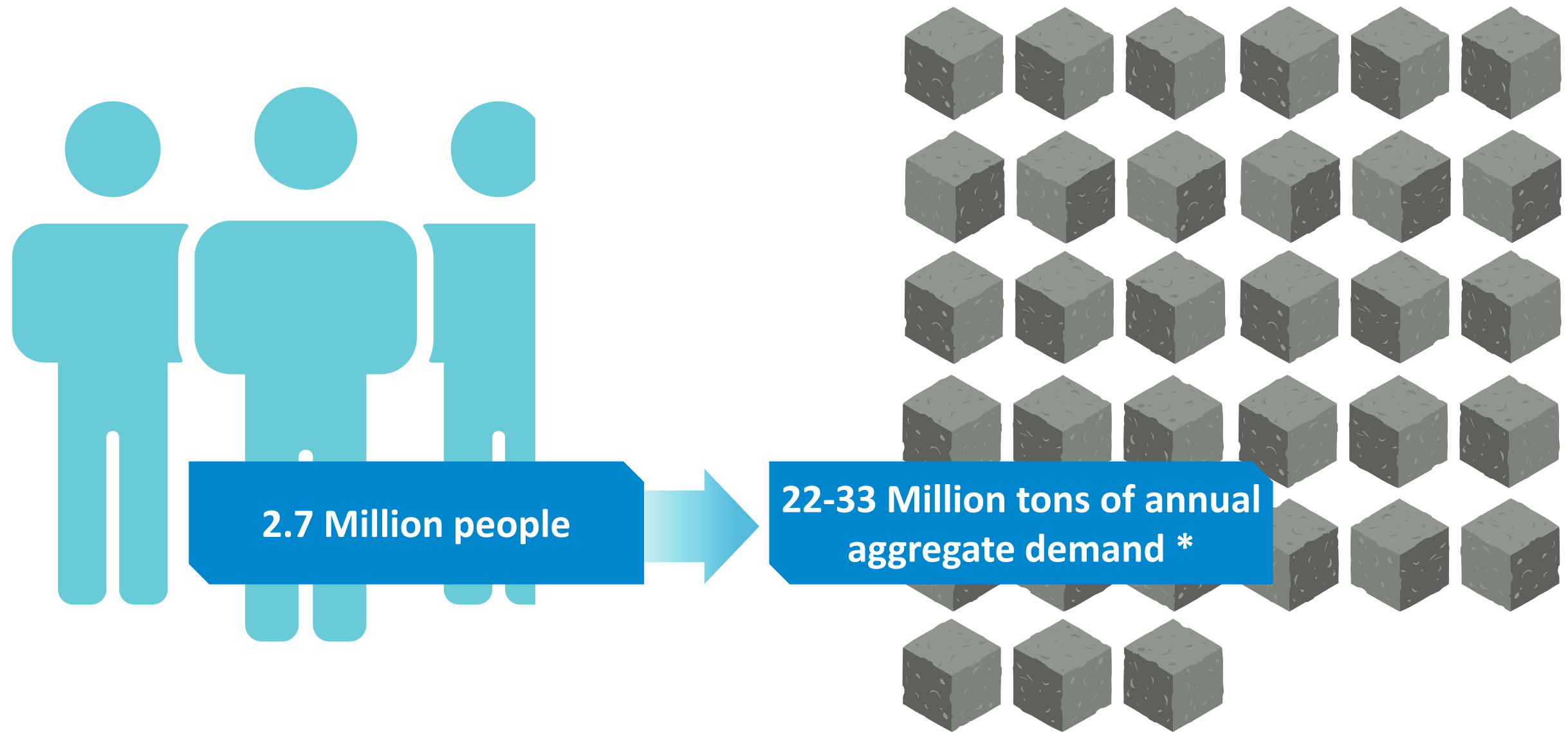
# Texas Triangle Population Growth Outlook

TRIANGLE MSA's	2014	2020 <sup>1</sup>	GROWTH
Dallas/Fort Worth	6,954	7,921	966
Houston/Beaumont	6,896	7,846	950
San Antonio/Austin	4,272	4,942	670
Central Triangle	928	1,058	130
<b>Totals</b>	<b>19,050</b>	<b>21,767</b>	<b>2,717</b>

Population in 000's

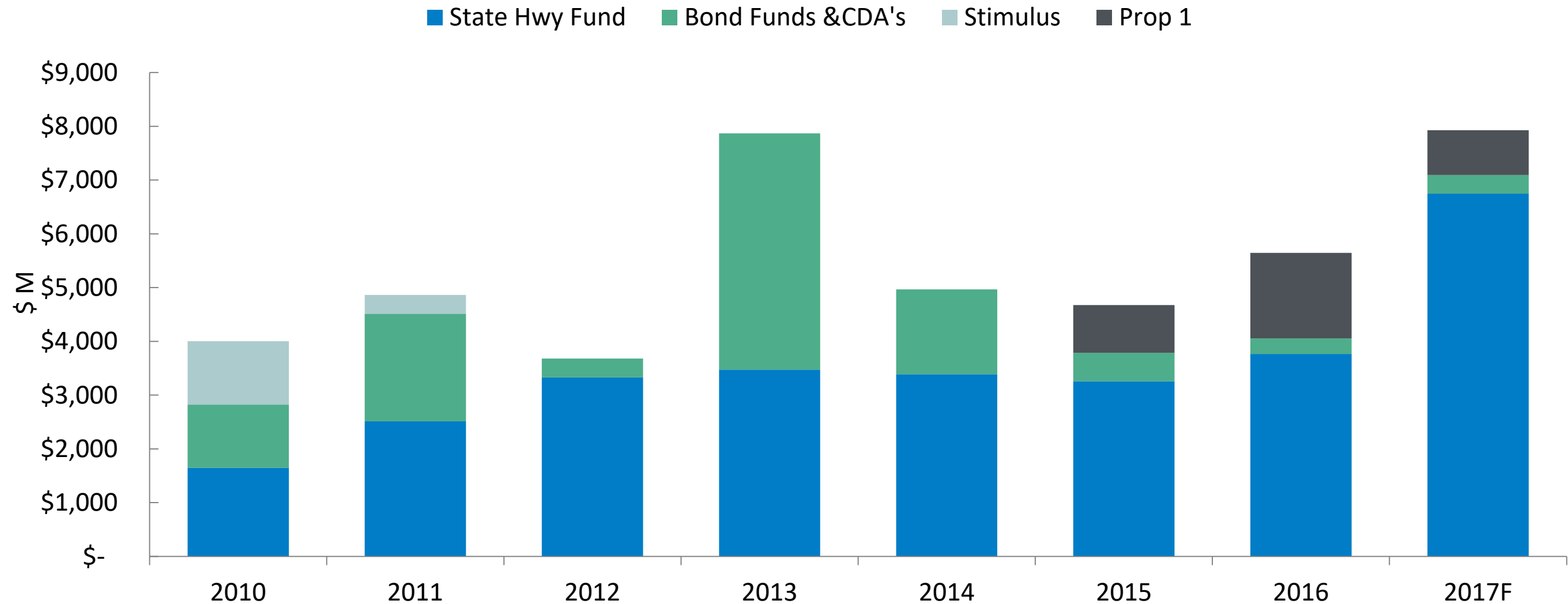
<sup>1</sup> Data projection from Office of State Demographer - Texas State Data Center

# Why Texas Triangle Population Growth Matters



\* Company estimates based on aggregate demand in Texas

# Texas Department of Transportation Funding



**TxDOT announced plans to spend at least \$66B over next 10 years**

# Positive Texas Nonresidential Fundamentals

## Labor Market

- Strong employment growth along the I-35 corridor
- I-35 corridor growth in office-using employment (professional, information, and financial services)



## Office Space Demand

- Headquarter relocations
- Corporate campus expansions
- Low vacancy rates and increasing leasing rates

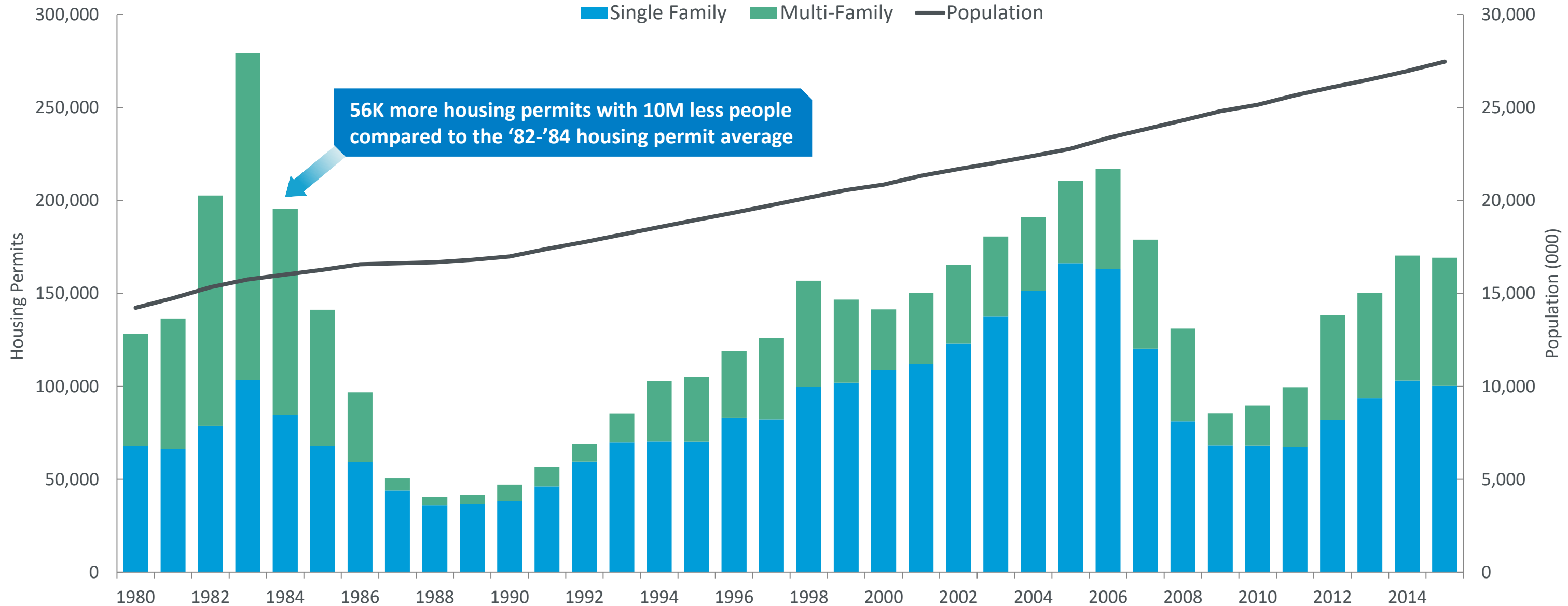


## Industrial Expansion

- Houston's east side petro chemical industry growth
- Gulf Coast LNG facilities expansion
- I-35 corridor warehouse and distribution centers



# Texas Housing Market Continues to Grow



Source: U.S. Bureau of Census and Real Estate Center at Texas A&M University



# Texas Construction Market Outlook Remains Bright



- ◆ Texas economic conditions are much different than the mid-1980s recessionary dynamics
- ◆ The energy consuming I-35 Corridor markets have less or minimal dependency on the energy producing sector; continue to demonstrate healthy growth
- ◆ Strong multi-year industrial expansion fueled by large LNG and petro chemical projects along the Gulf Coast
- ◆ Robust infrastructure investment program with additional funding boost provided by Proposition 7 beginning fiscal year 2018

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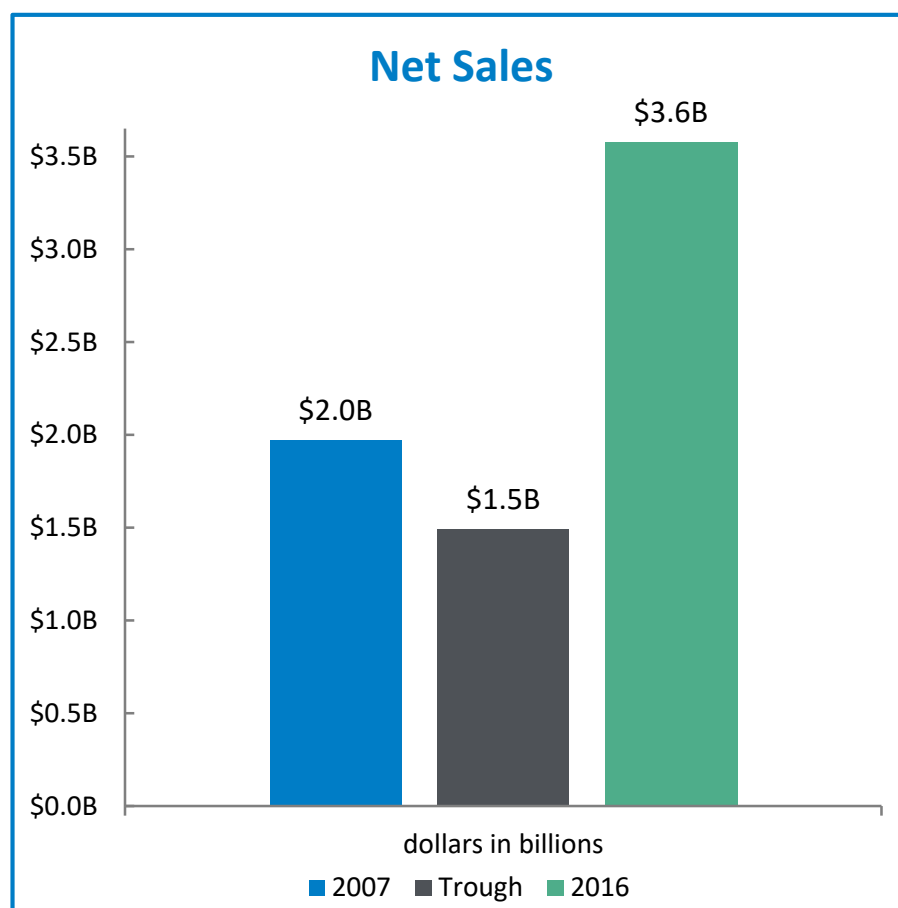
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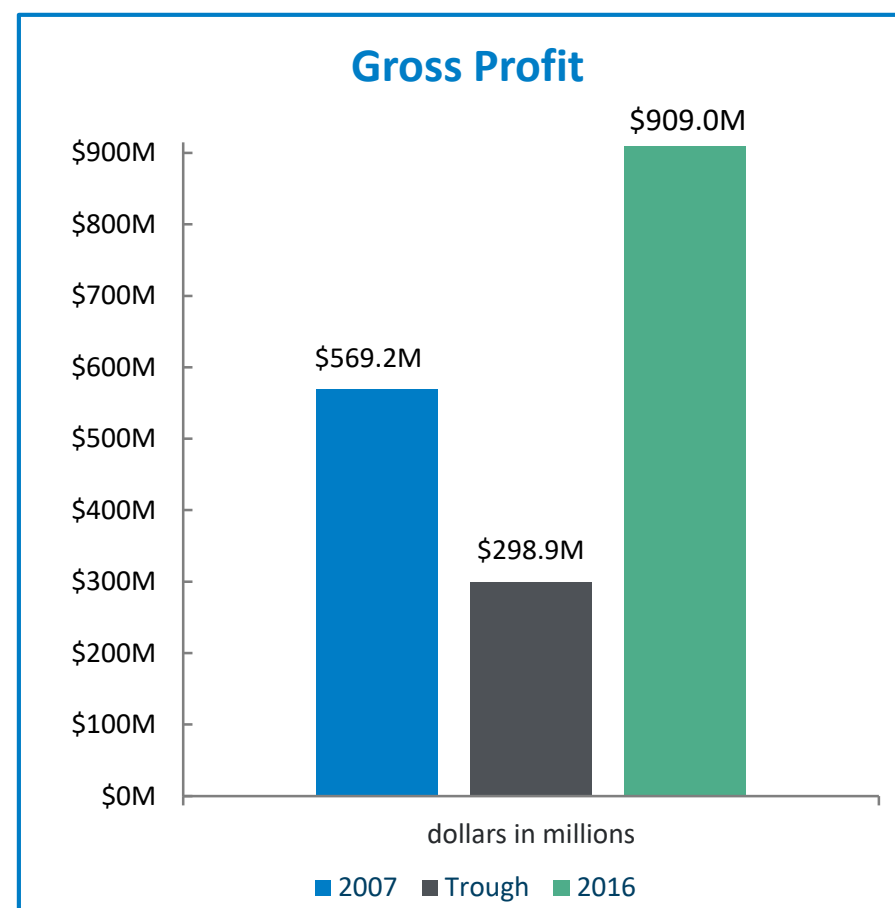


# Full-Year 2016 Record Consolidated Operating Results

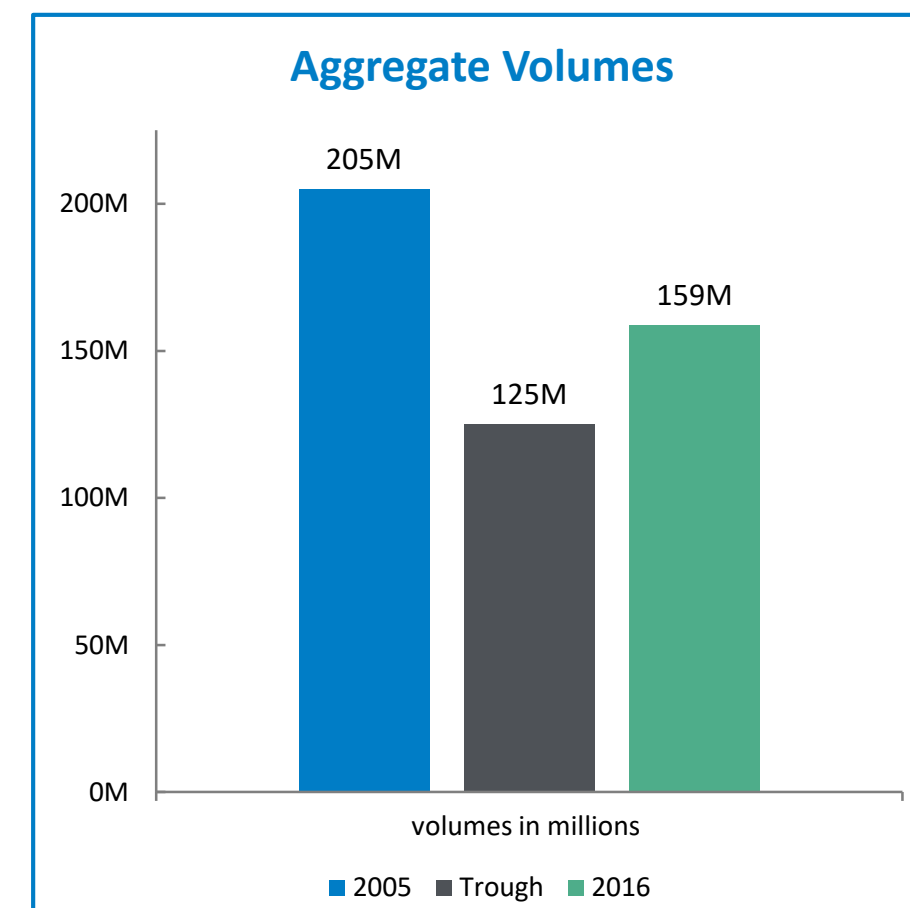
**Record net sales of  
\$3.6 billion**



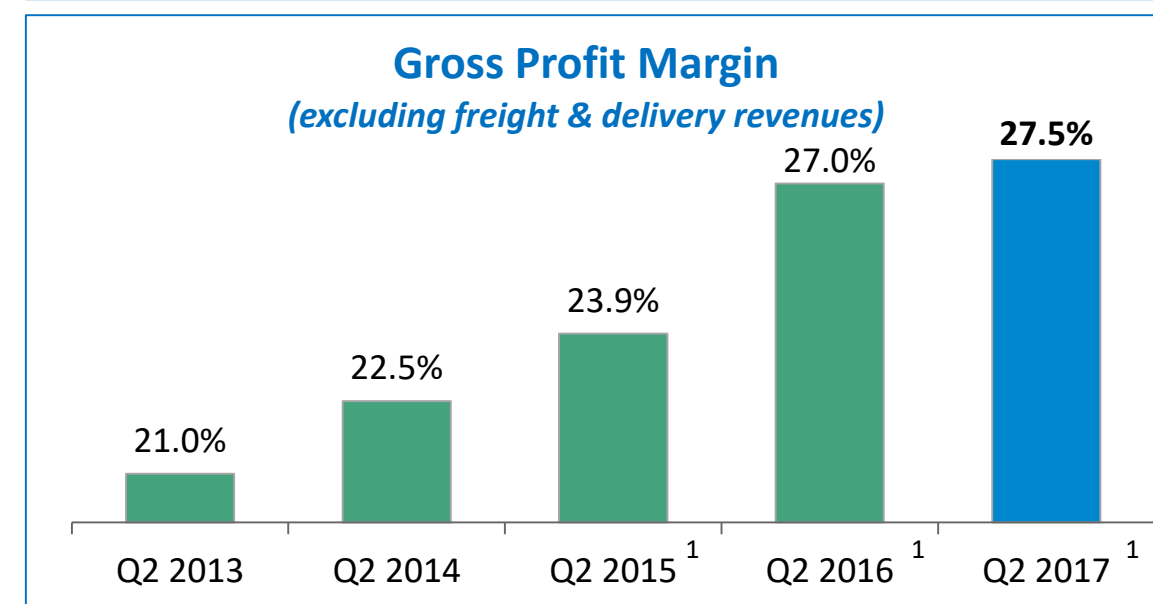
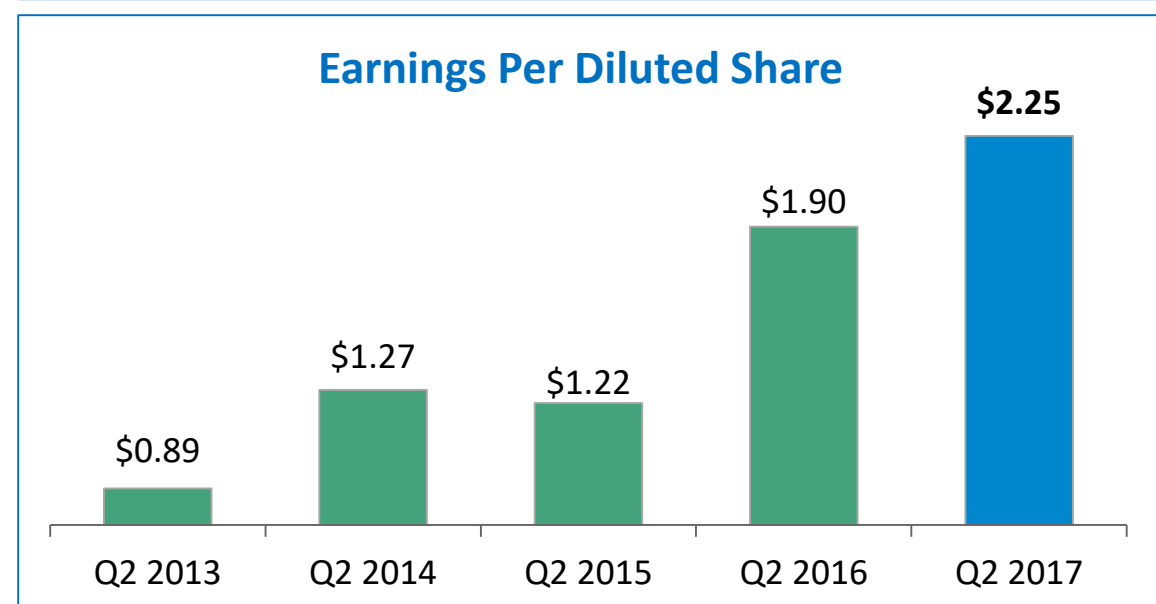
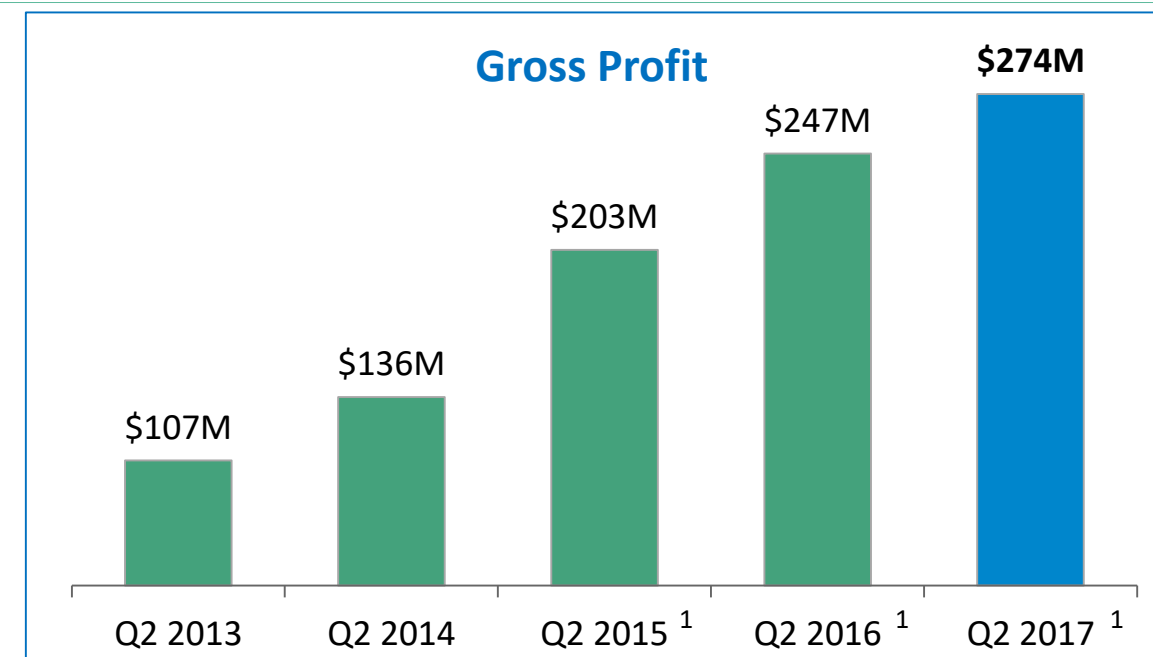
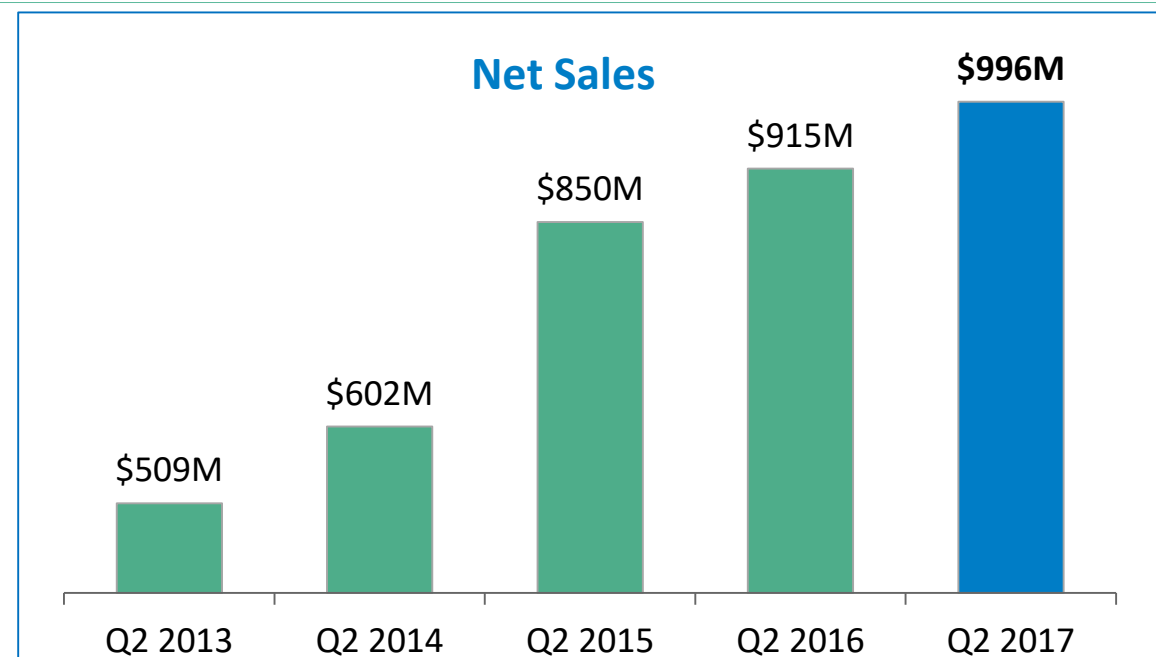
**Record gross profit of  
\$909.0 million**



**Record net sales and gross  
profits with less than 80%  
of peak volumes**



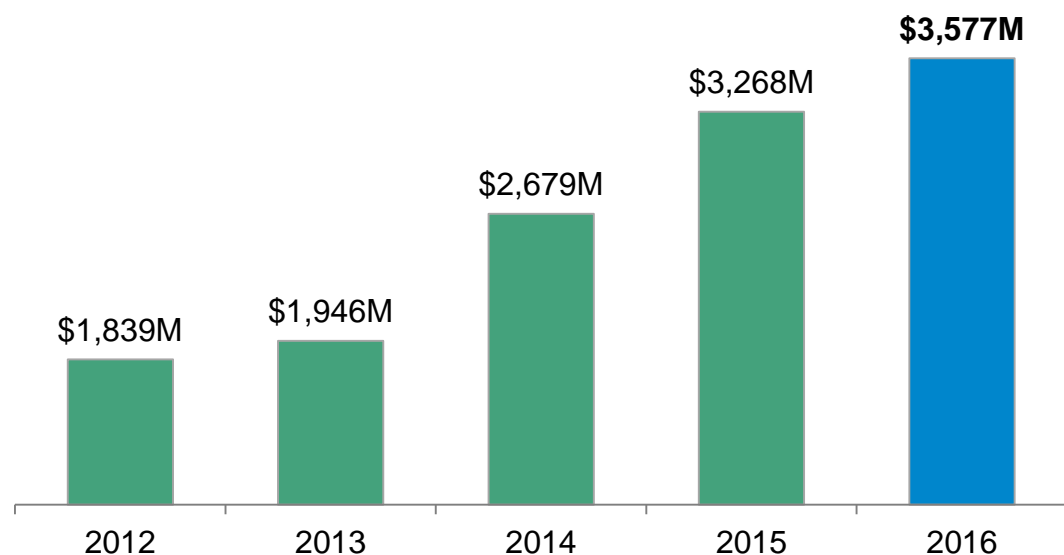
# Second-Quarter Consolidated Operating Results



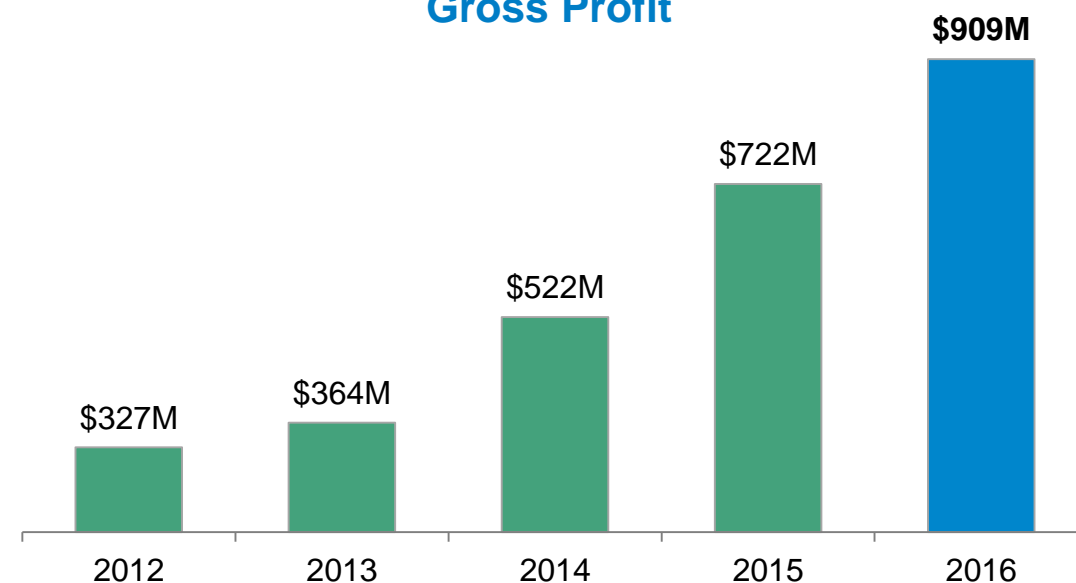
<sup>1</sup> Reflects the adoption of ASU 2017-07, Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost.  
Note: 2015 includes the California cement operations sold in September 2015.

# Full-Year Consolidated Operating Results

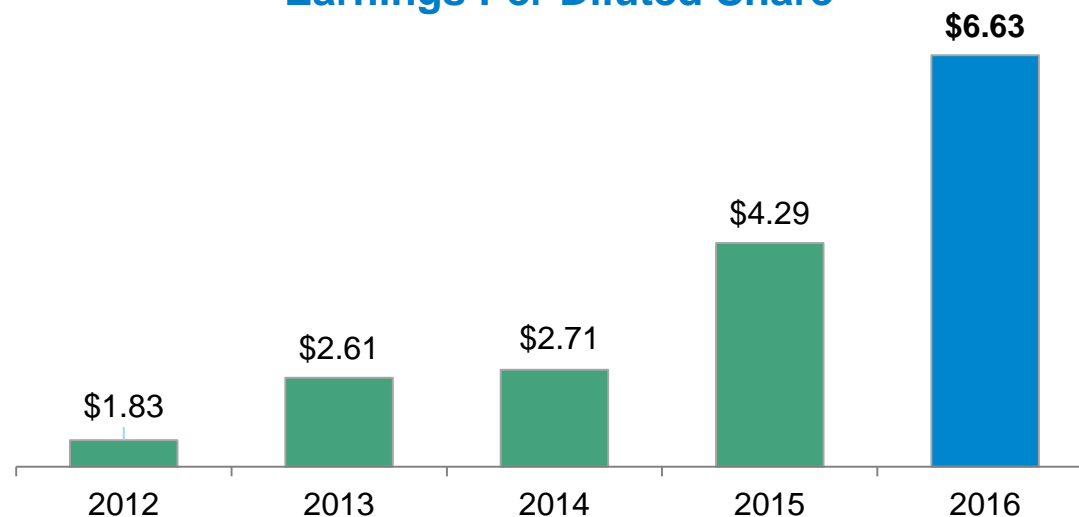
## Net Sales



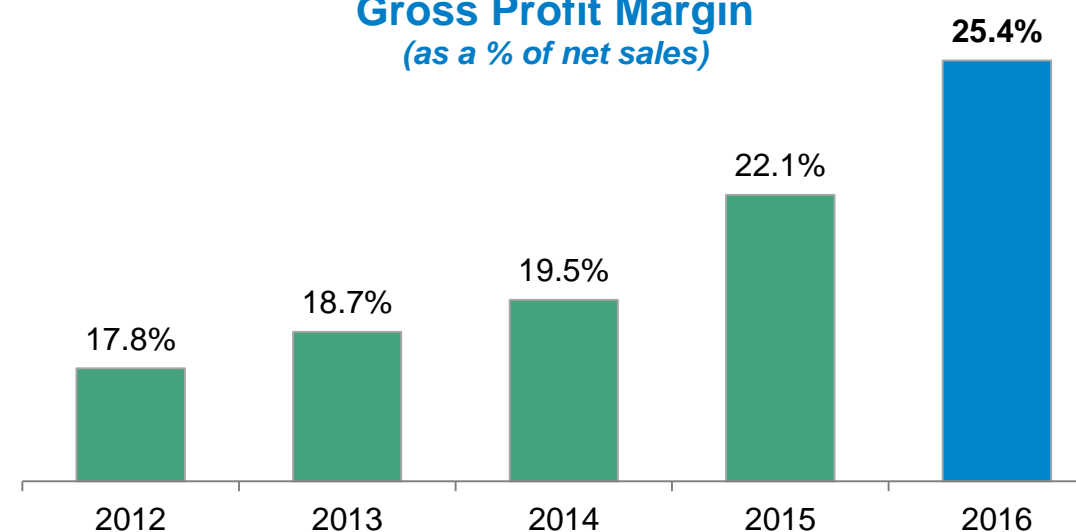
## Gross Profit



## Earnings Per Diluted Share



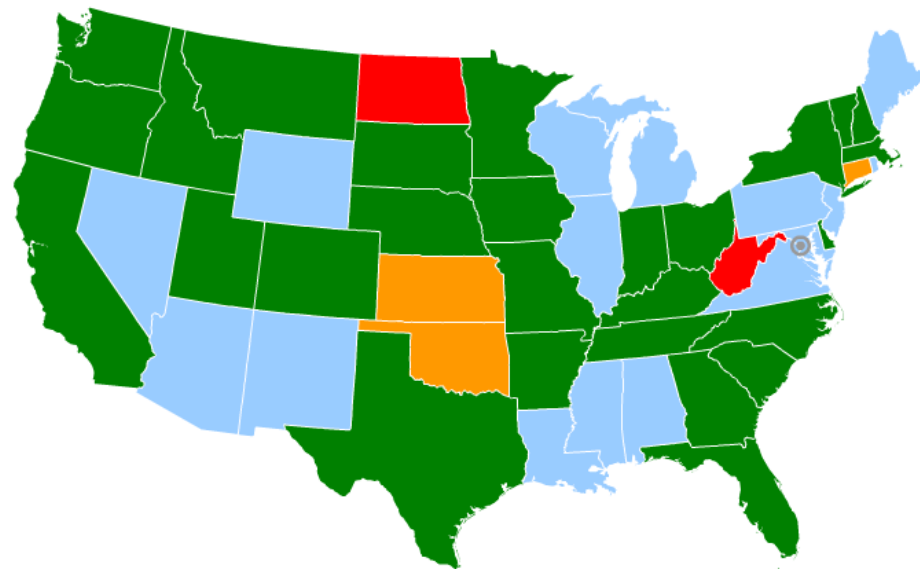
## Gross Profit Margin (as a % of net sales)



Note: Net sales, gross profit, earnings per diluted share and gross profit margin presented as originally presented. Further, 2014 and 2015 include the California cement operations sold in September 2015.

# Macroeconomic Drivers Support Construction-Centric Growth

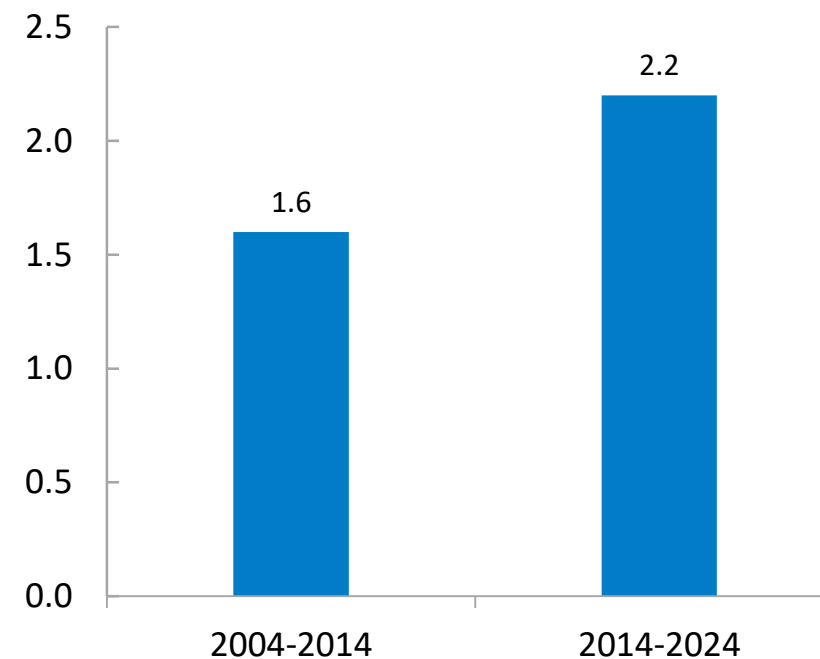
## Southeastern economic recovery



■ Expanding  
■ Recovering  
■ Moderating  
■ Recession

SOURCE: Moody's Analytics, Economy.com © 2017

## Rising GDP growth



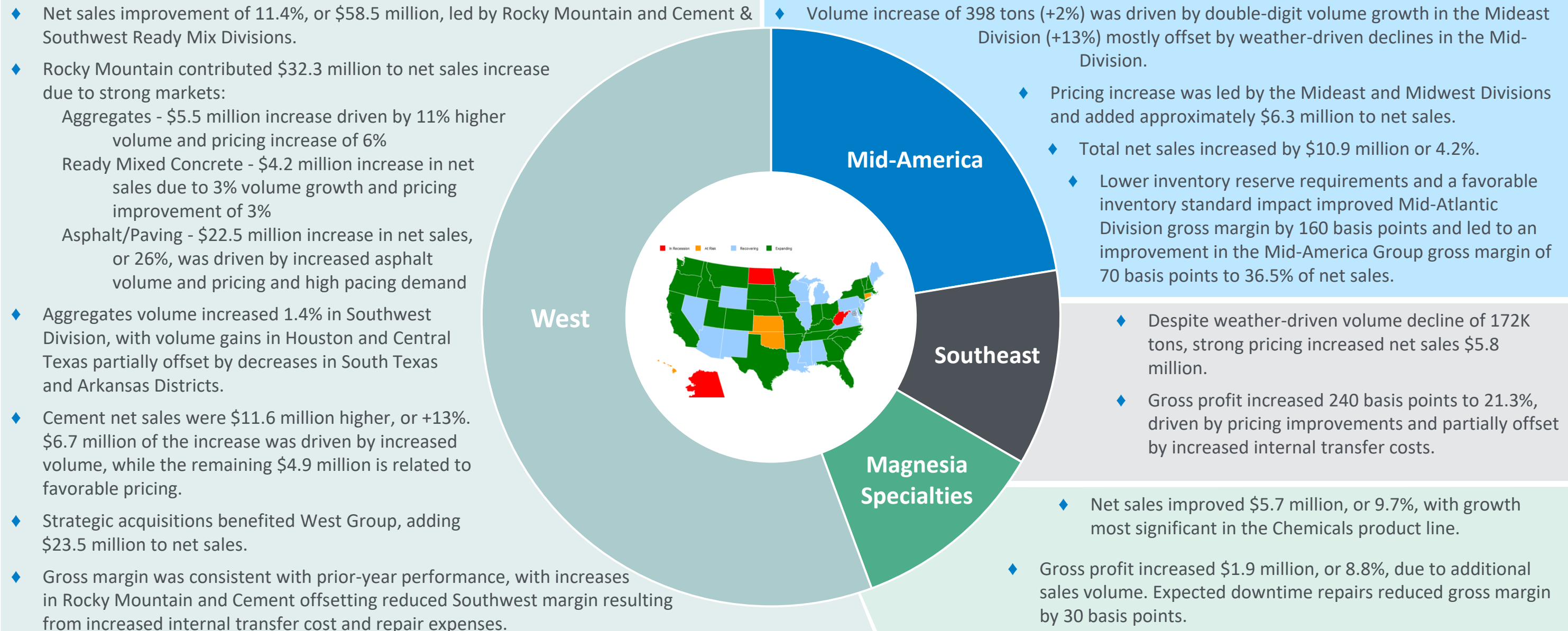
Growth in GDP; 10-year CAGR (%)  
Source: US Bureau of Labor Statistics

## Growing population

Rank	2030 State Population
1	California
2	Texas
3	Florida
4	New York
5	Illinois
6	Pennsylvania
7	North Carolina
8	Georgia
9	Ohio
10	Arizona

Projected US Population, 2030  
Source: US Census Bureau

# Key Q2 2017 Trends in Martin Marietta Segments



# 2017 Outlook by End Market

## Infrastructure



- ◆ State department of transportation initiatives drive growth.
- ◆ New federal and state monies expected in 2017, with more meaningful impact from the FAST Act in the second half of the year.



**2017 <sup>1</sup>  
GROWTH RATE**

Mid-single digits

## Nonresidential



- ◆ Both industrial and commercial sectors expected to increase.



Low- to Mid-single digits

## Residential



- ◆ 2016 single-family housing permits drive 2017 consumption.
- ◆ Top 10 for gains in single-family housing starts includes Florida, Texas, North Carolina, Georgia, South Carolina and Colorado.



Mid- to High-single digits

## ChemRock/Rail



- ◆ Ballast demand dependent on railroad activity.



Stable

<sup>1</sup> Growth rate as compared to prior comparable period

# Federal Infrastructure Funding... A Decade in the Making



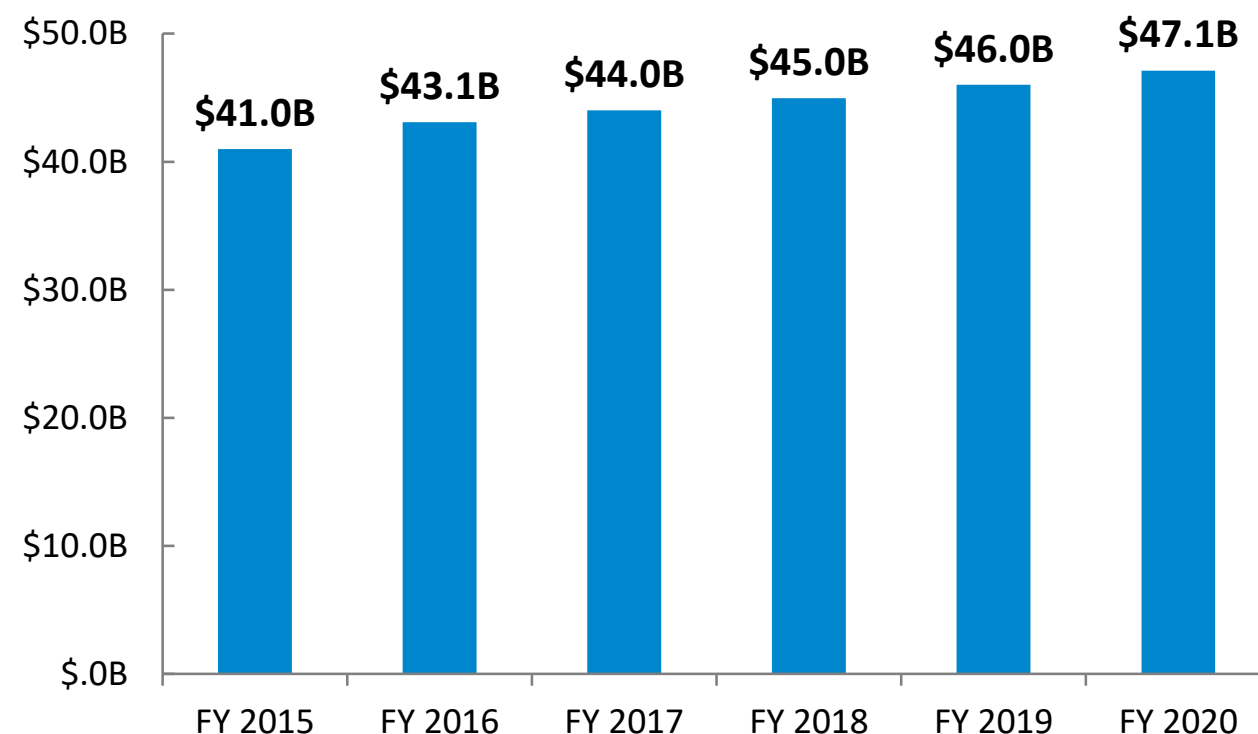
*Fixing America's Surface  
Transportation Act,  
"The FAST Act"*

## HIGHWAY BILL BENEFITS

- ◆ Multi-year highway bill passed
- ◆ Funding certainty and project visibility
- ◆ Enable long-term planning
- ◆ Strengthens state infrastructure spending initiatives
- ◆ New construction more aggregates intensive
- ◆ Stimulates rural market transportation construction

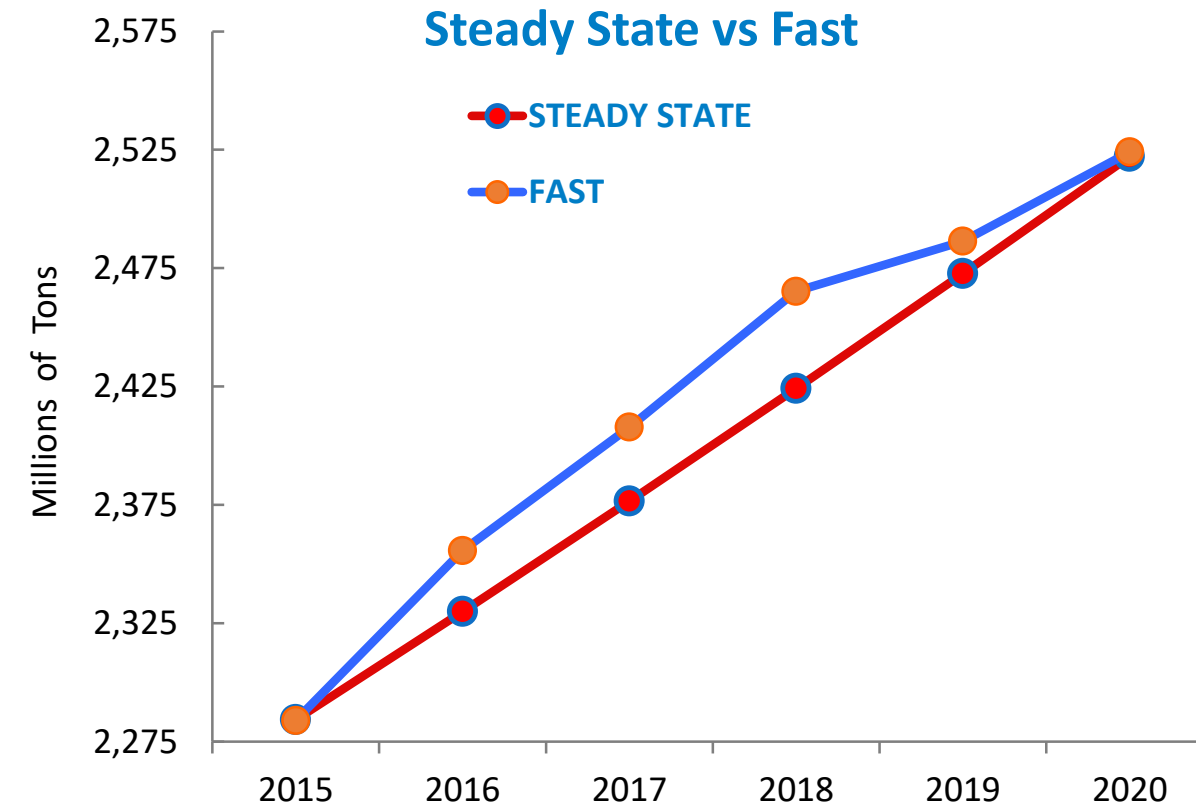
# Increased Funding Drives Aggregates Consumption

Highway Authorizations  
from Trust Fund (billions)



P.L. 114-94 US Department of Transportation Federal Highway Administration

Aggregates Outlook – Total  
Steady State vs Fast



SC Market Analytics analysis, January 2016

**FAST Act drives an estimated 114 million tons of incremental aggregates consumption**

# State-Level Infrastructure Funding Initiatives



\$6.2 billion of funding initiatives approved November 8, 2016 in Top 5 MLM states

# Focus on Increased Federal Infrastructure Funding vs. Financing



Federal Tax Reform



Trump Infrastructure Platform

United States Electoral Map, November 8, 2016

# Nonresidential and Residential Construction Trends



Steady  
annual  
growth



# Ongoing Multi-Year Industrial Construction Expansion

*Population and energy dynamics continue to draw mega projects to Texas and the Gulf Coast*

Project	Project Cost (\$millions)	Aggregates	Est. Volume Ready Mix	Est. Start	Status
Sabine Pass	\$ 1,000	--	100K yards	2H 2017	Awaiting Final Investment Decision (FID)
Lake Charles LNG	6,000	1M tons	325K yards	Q3 2017	Awaiting FID
Golden Pass LNG	10,000	5M tons	400K yards	Q4 2017	To be awarded Q4 2017
Calcasieu Pass	5,000	2.5M tons	260K yards	Q1 2018	Awaiting FID
Quintana Freeport LNG	1,000	1M tons	100K yards	Q1 2018	Awaiting FID
Rio Grande LNG	8,000	2M tons	220K yards	Q2 2018	Awaiting FID
Magnolia LNG	6,500	1M tons	280K yards	Q4 2018	Awaiting FID
Driftwood LNG	8,000	6M tons	500K yards	Q4 2018	Awaiting Final FERC Permit and FID
Port Arthur LNG	10,000	4.5M tons	350K yards	Q1 2019	Awaiting Final FERC Permit and FID
Texas LNG	6,000	TBD	TBD	2019	Awaiting Final FERC Permit and FID
<b>Total Projects</b>	<b>\$ 61,500</b>	<b>23M tons</b>	<b>2.5M yards</b>		



Source: Company data



FOUNDATION

TRANSFORMATION

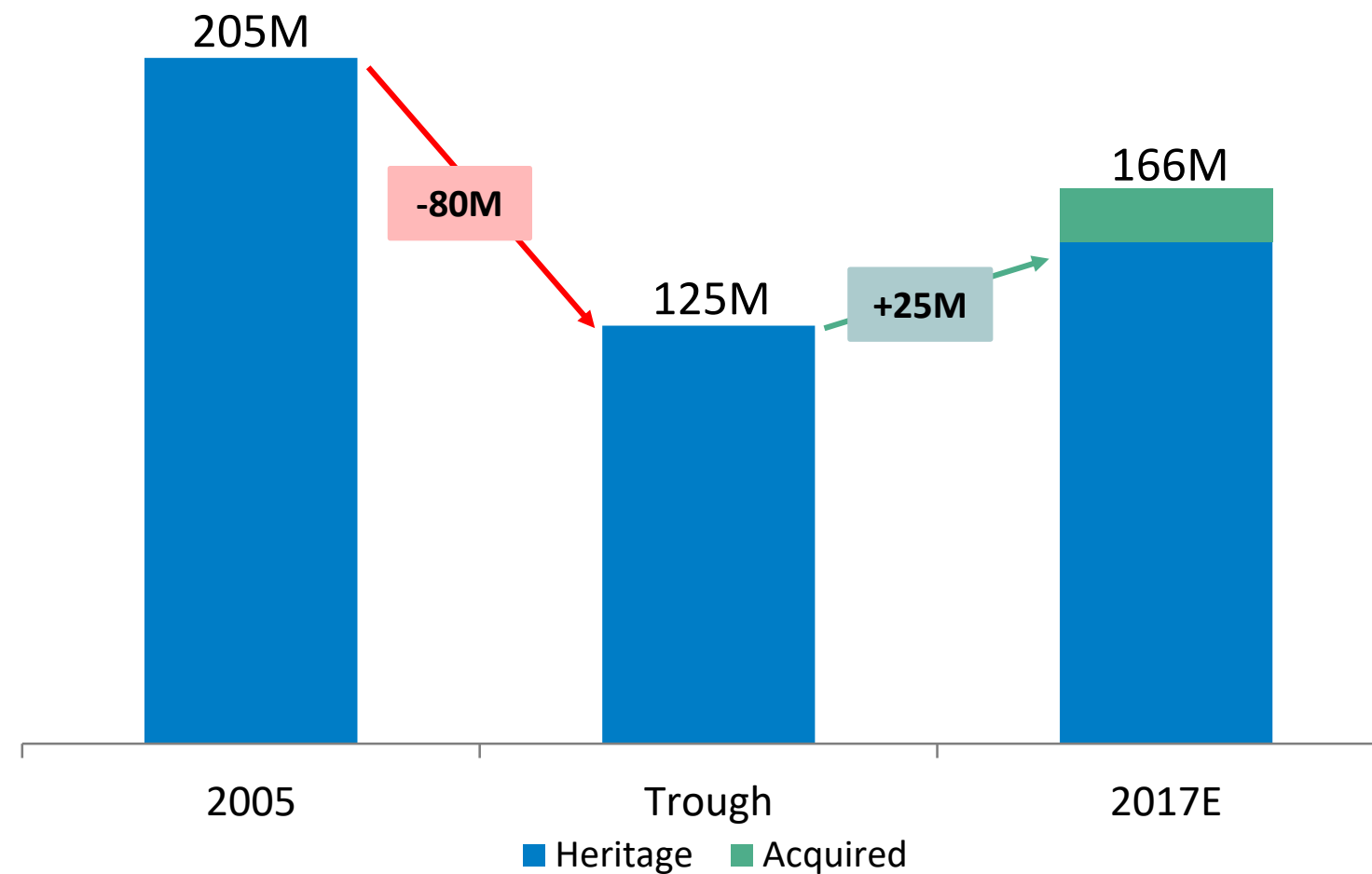
VALUE

**THE PATH FORWARD**



## Early Cycle Aggregates Volume Recovery

- ◆ Based on the midpoint of 2017 guidance, heritage aggregates volumes ~70 percent of peak

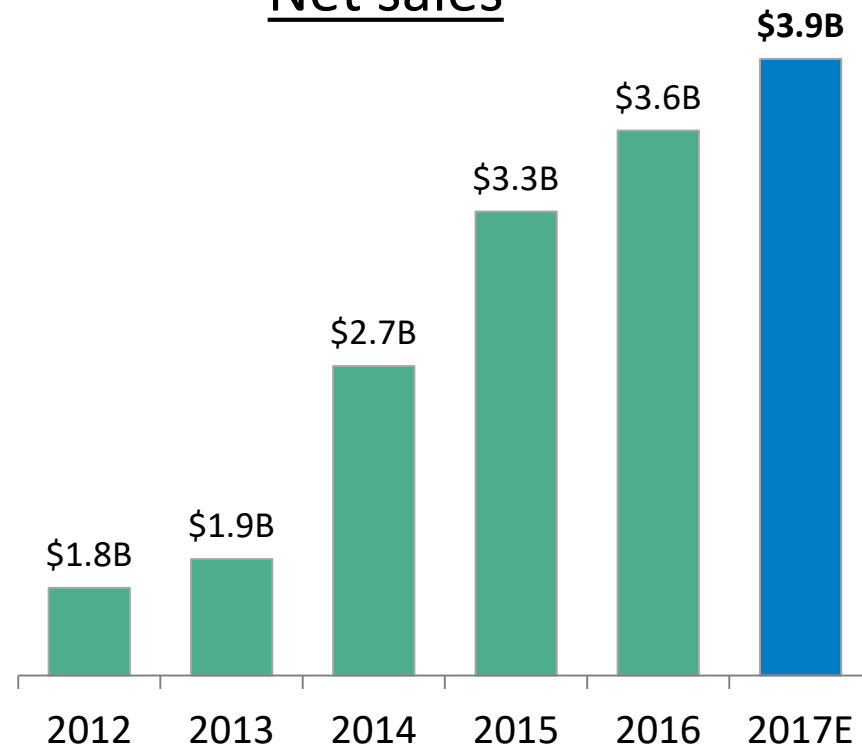


# 2017 Outlook

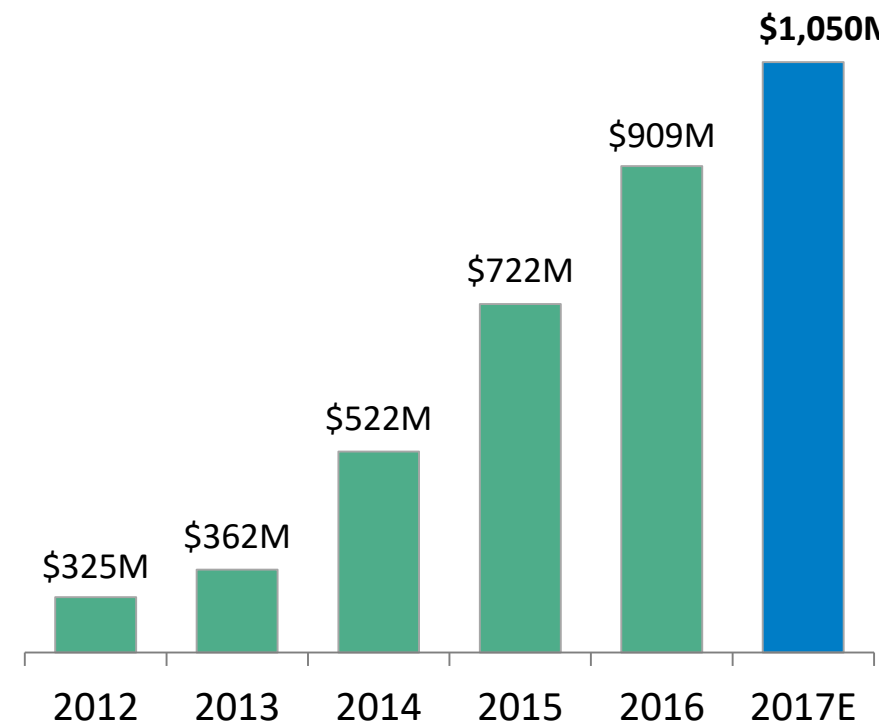
Based on the midpoint of 2017 guidance:

- ◆ Net sales of \$3.85 billion; growth of 8 percent year-over-year
- ◆ Gross profit of \$1.05 billion; growth of 15 percent year-over-year
- ◆ EBITDA of \$1.09 billion; growth of 12 percent year-over-year

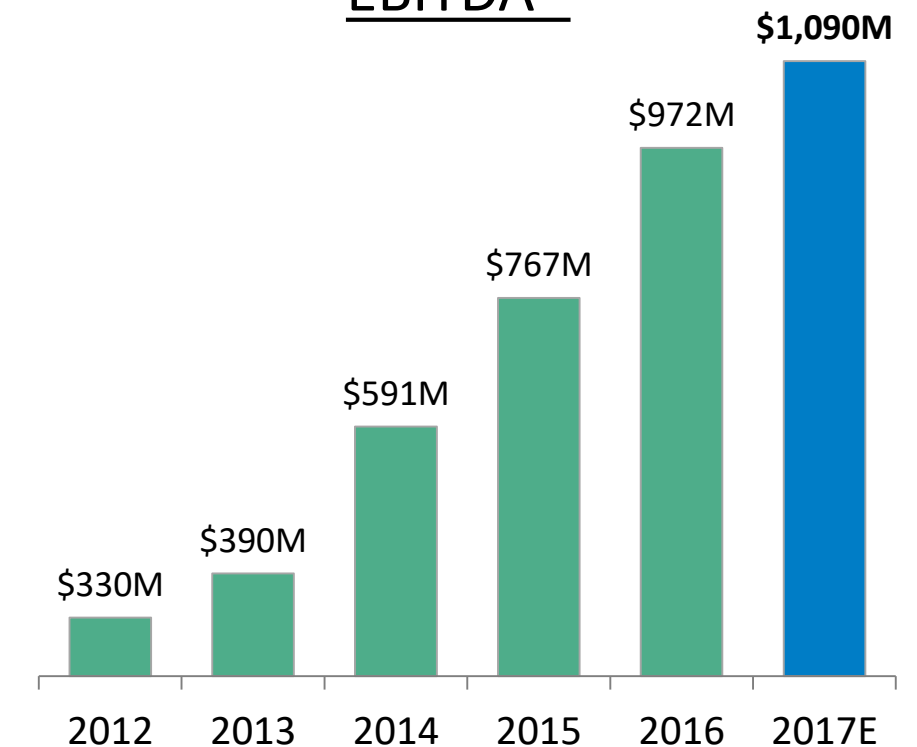
Net sales



Gross profit

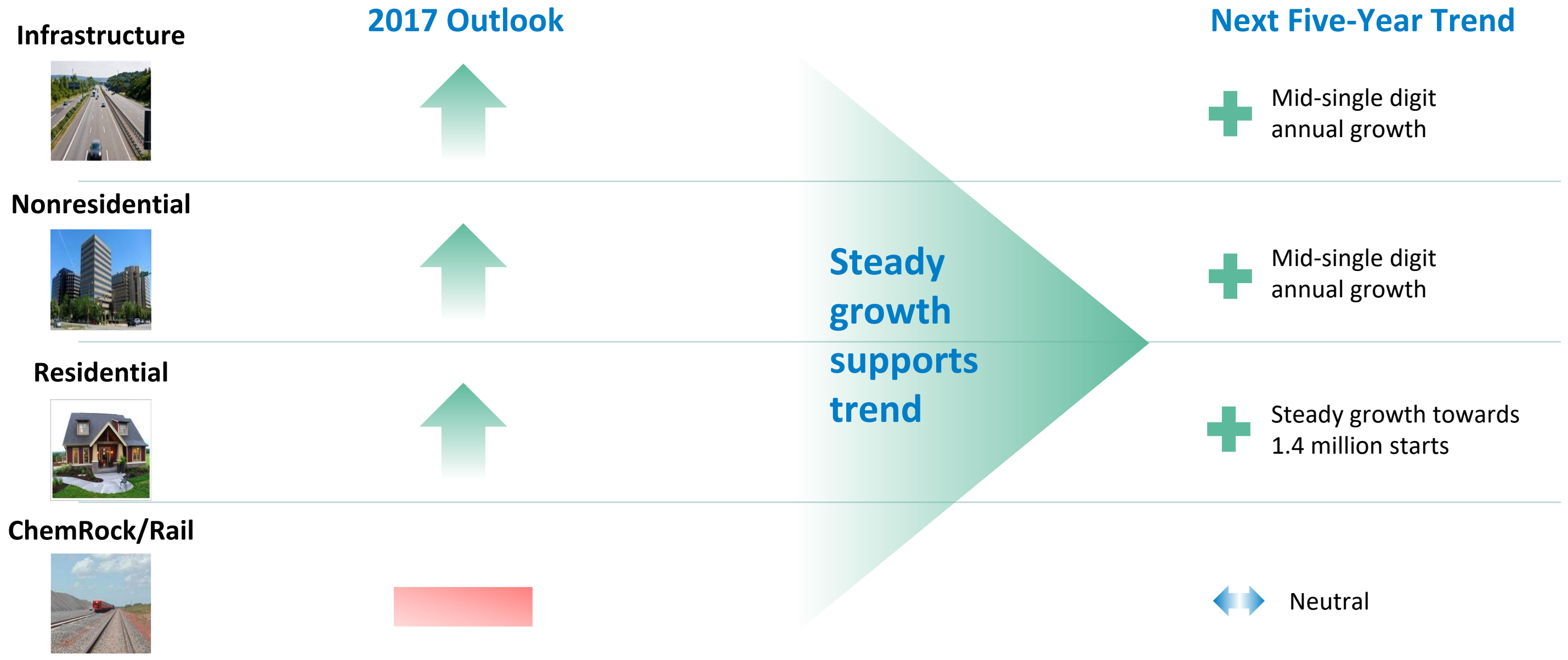


EBITDA <sup>1</sup>



<sup>1</sup> As reported adjusted EBITDA is presented for 2014 and 2015.

# The Next Five-Year End Market Trend



# Capital Allocation Priorities

## PRIORITIES

## FORWARD VIEW

### Acquisitions



Execution against strategic assessment

### Organic Capital Investment



Above maintenance level of capital spending expected over long range operating plan horizon

### Return of Cash to Shareholders

#### Dividends



Earnings payout practice of 25% to 30% over a 10-year cycle

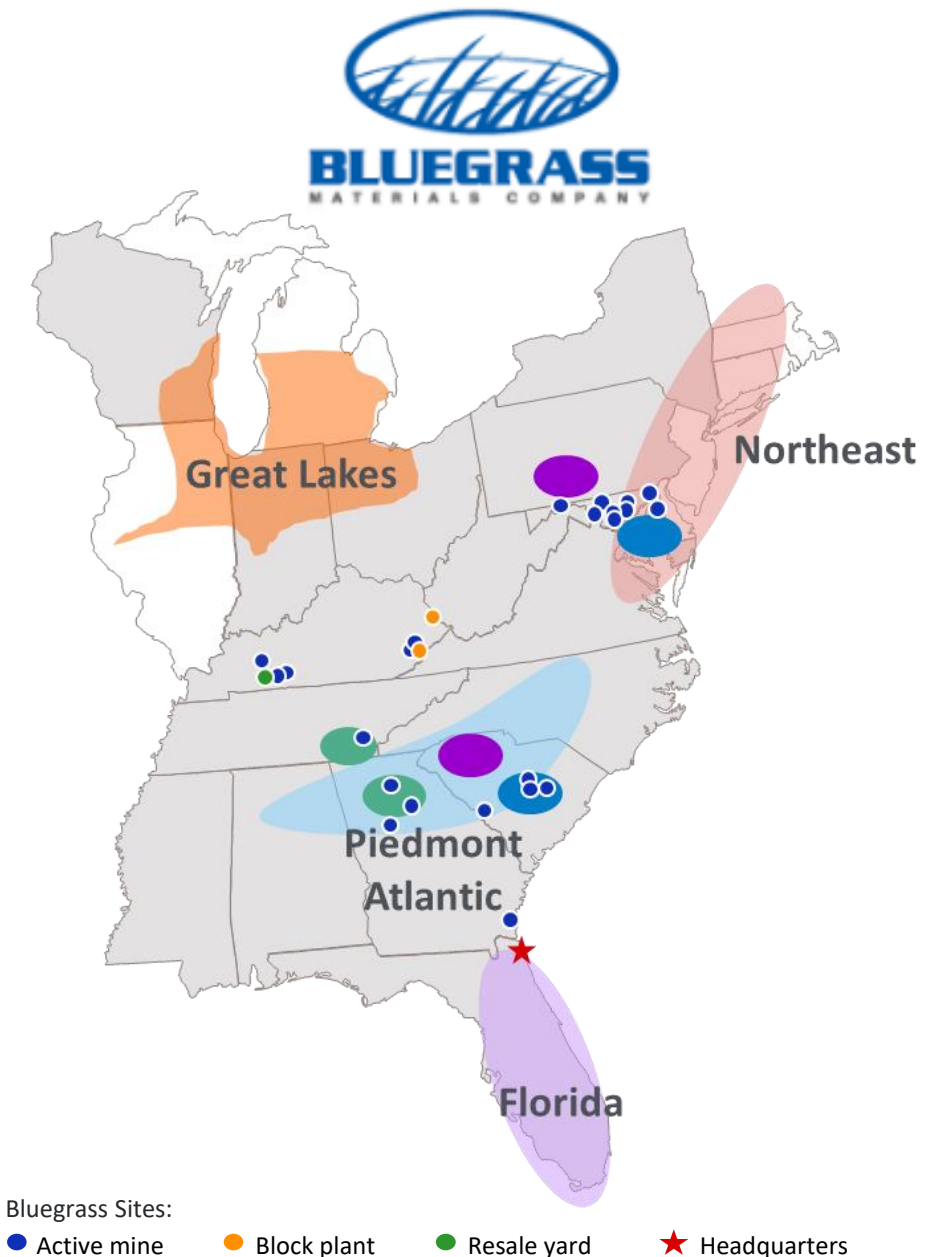
#### Share Repurchases



Repurchase authorization of 20.0M shares; 14.6M shares remaining as of June 30, 2017

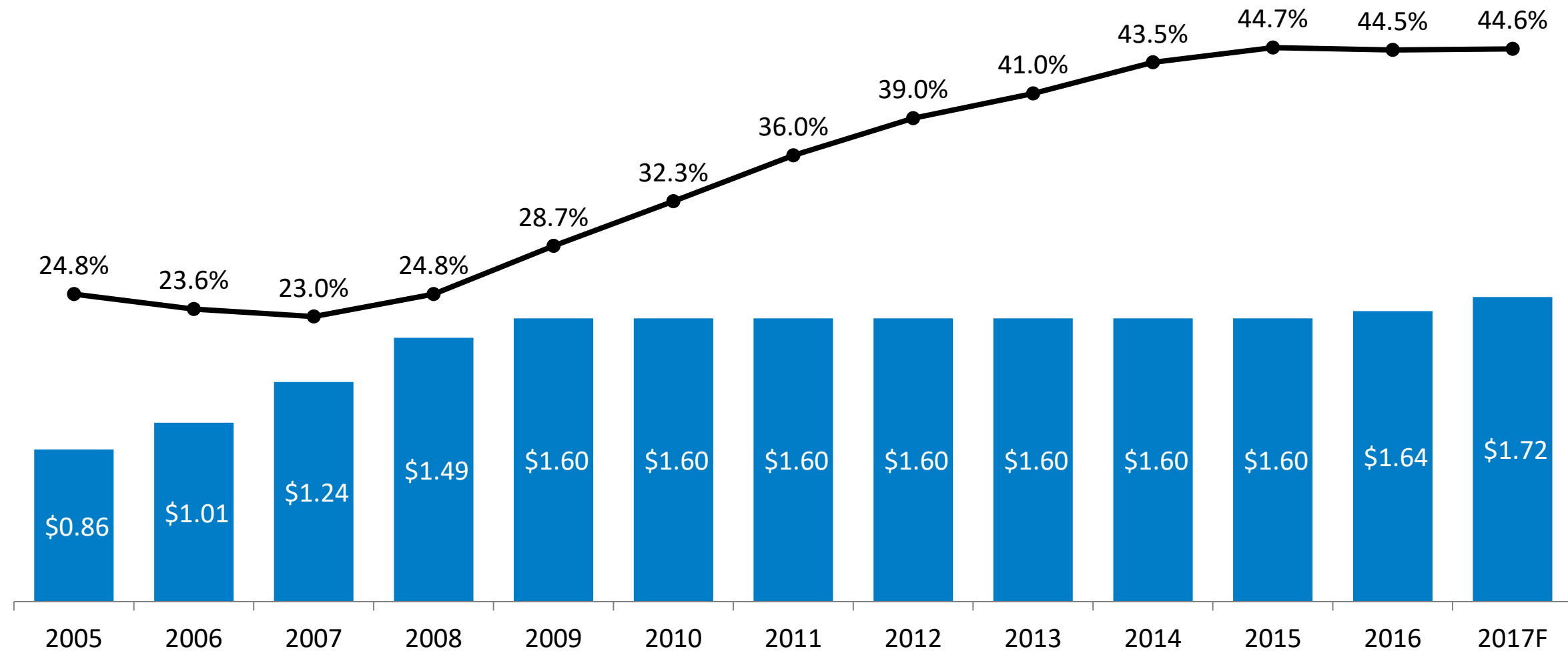
# Execution Against the Right Strategic Plan

- ◆ Announced acquisition of Bluegrass Materials Company for \$1.625 billion on June 26, 2017
- ◆ Bluegrass is the largest privately-owned, pure-play aggregates business in the United States
- ◆ Investment highlights:
  - Complements existing southeastern U.S. footprint while providing existing customers expanded product offerings
  - Accesses new customers with expanded product offerings
  - Provides strategic new growth platform in Maryland
  - Provides new platform with leading positions in Bowling Green and eastern Kentucky
  - Offers replacements for leased reserves that have an upcoming lease expiration
  - Cost efficiencies from synergies
- ◆ Transaction anticipated to be accretive to earnings per diluted share and cash flow in first full year after closing, which is currently expected to occur during Q4 2017



Note: Shaded areas represent U.S. megaregions as defined by America 2050.

# Return of Cash Through Sustained, Meaningful Dividend



Earnings Payout Target of 25% to 30% over ten-year cycle

# Return of Cash Through Share Repurchases

## Systematic Structured Share Repurchase

–Target a 20 million share buyback

Leverage



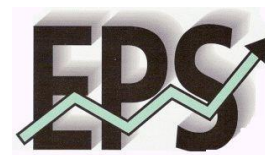
- ◆ Target 2.0x to 2.5x EBITDA through cycle
- ◆ Preserve financial flexibility

Liquidity



- ◆ Free cash flow after dividends

Financial Impact



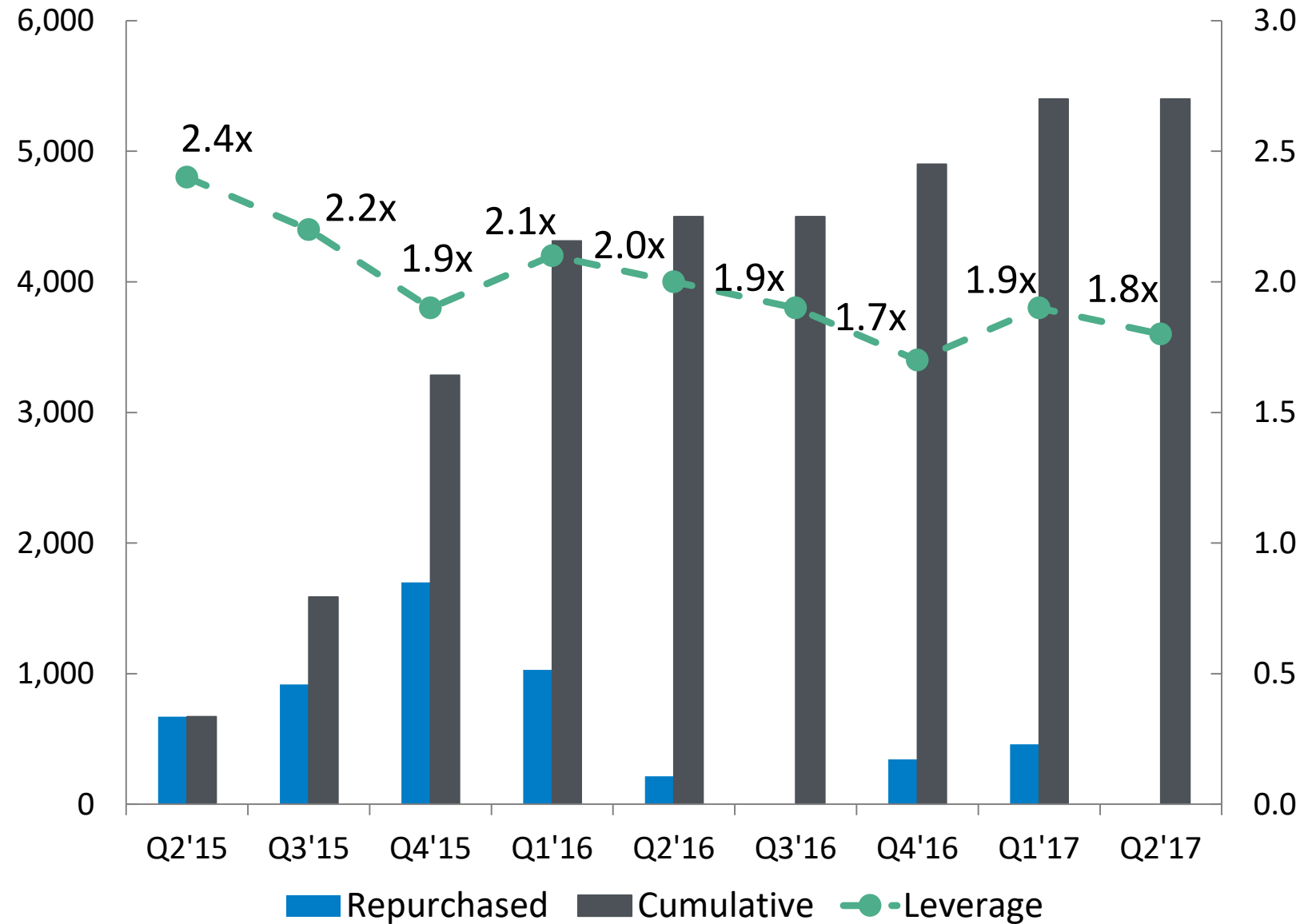
- ◆ Accretive

Capital Allocation Priority



- ◆ SOAR 2020 strategic opportunities

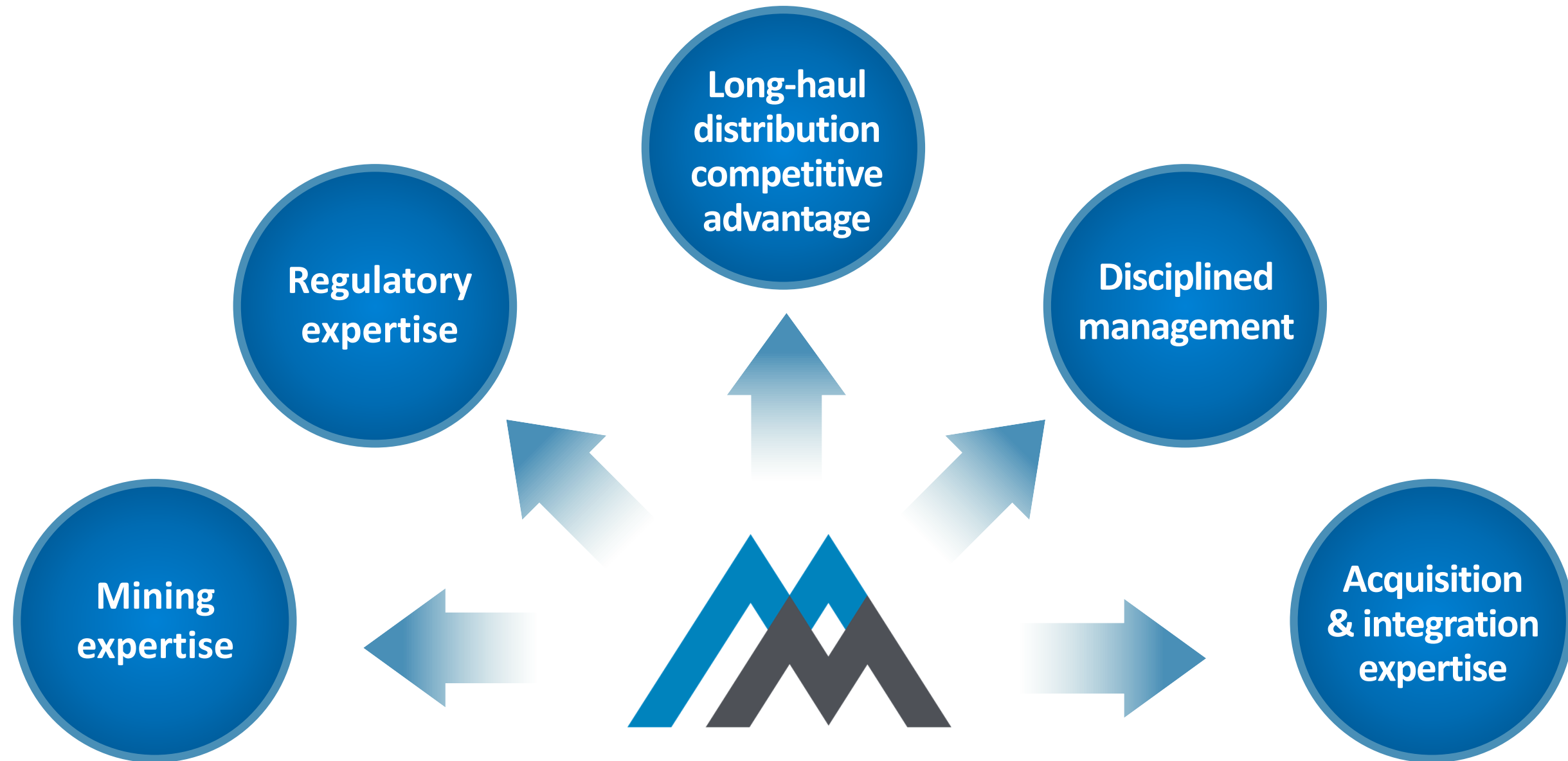
# Share Repurchase Program in Line with Objectives



- ◆ 20 million share authorization in February 2015
- ◆ 5.4 million shares repurchased through June 30, 2017
- ◆ Maintained reasonable leverage targets
- ◆ Funded organic capital needs
- ◆ Executed against strategic acquisition targets
- ◆ Returned \$1.15 billion to shareholders<sup>1</sup>

<sup>1</sup> Inclusive of share repurchases and dividends since the February 2015 announcement of the repurchase authorization.

# Core Competencies Drive Forward Value Growth



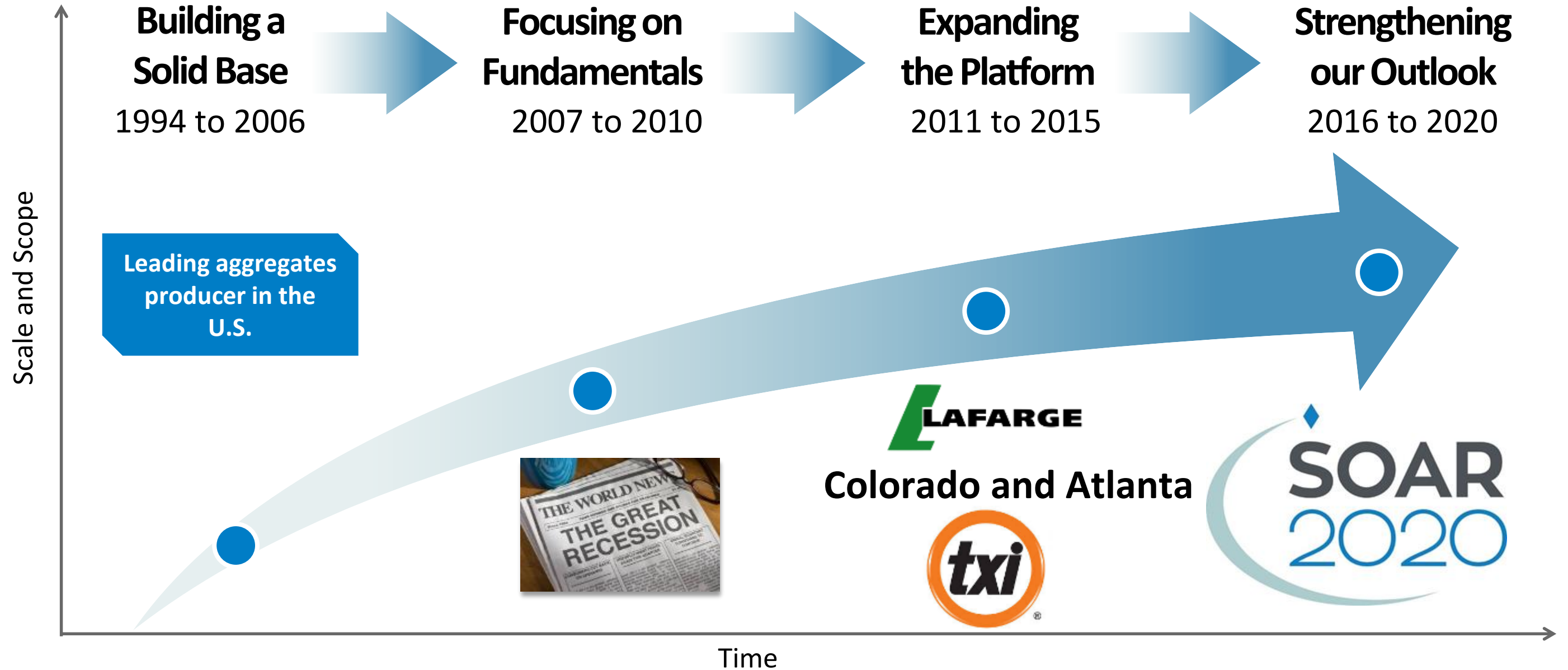
## The Path Forward – The Next Five

- ◆ World-class safety
- ◆ Capitalize on core competencies
- ◆ Target the right growth opportunities
- ◆ Invest in capital projects that provide significant returns
- ◆ Generate value from surplus land
- ◆ Expand talent, processes and platform
- ◆ Deliver consistently against stated sustainability objectives



**MAXIMIZE  
SHAREHOLDER  
RETURNS**

# Where Do We Go From Here?





Investor Presentation

September 2017  
[www.martinmarietta.com](http://www.martinmarietta.com)



## APPENDIX

**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, 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)	Three-months ended June 30,				
	2017 <sup>1</sup>	2016 <sup>1</sup>	2015 <sup>1</sup>	2014	2013
<b>Gross profit margin in accordance with GAAP:</b>					
Total revenues	\$ 1,063.5	\$ 977.3	\$ 921.4	\$ 669.2	\$ 562.7
Gross profit	\$ 274.1	\$ 247.4	\$ 203.2	\$ 135.6	\$ 106.8
<b>Gross profit margin, as a percentage of total revenues</b>	<b>25.8%</b>	<b>25.3%</b>	<b>22.1%</b>	<b>20.3%</b>	<b>19.0%</b>
<b>Gross profit margin (excluding freight and delivery revenues):</b>					
Total revenues	\$ 1,063.5	\$ 977.3	\$ 921.4	\$ 669.2	\$ 562.7
Less: freight and delivery revenues	(67.2)	(61.9)	(71.2)	(67.3)	(54.0)
Net sales	\$ 996.3	\$ 915.4	\$ 850.2	\$ 601.9	\$ 508.7
Gross profit	\$ 274.1	\$ 247.4	\$ 203.2	\$ 135.6	\$ 106.8
<b>Gross profit margin (excluding freight and delivery revenues)</b>	<b>27.5%</b>	<b>27.0%</b>	<b>23.9%</b>	<b>22.5%</b>	<b>21.0%</b>

<sup>1</sup> Reflects the adoption of ASU 2017-07, Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost.

## APPENDIX

	Year-ended December 31,				
	2016	2015	2014	2013	2012
<i>(dollars in millions)</i>					
<b>Gross profit margin in accordance with GAAP:</b>					
Total revenues	\$ 3,818.8	\$ 3,539.6	\$ 2,958.0	\$ 2,155.5	\$ 2,031.9
Gross profit	\$ 909.0	\$ 721.8	\$ 522.4	\$ 364.0	\$ 327.1
<b>Gross profit margin, as a percentage of total revenues</b>	<b>23.8%</b>	<b>20.4%</b>	<b>17.7%</b>	<b>16.9%</b>	<b>16.1%</b>
<b>Gross profit margin (excluding freight and delivery revenues):</b>					
Total revenues	\$ 3,818.8	\$ 3,539.6	\$ 2,958.0	\$ 2,155.5	\$ 2,031.9
Less: freight and delivery revenues	(242.0)	(271.5)	(278.9)	(212.3)	(198.9)
Net sales	\$ 3,576.8	\$ 3,268.1	\$ 2,679.1	\$ 1,943.2	\$ 1,833.0
Gross profit	\$ 909.0	\$ 721.8	\$ 522.4	\$ 364.0	\$ 327.1
<b>Gross profit margin (excluding freight and delivery revenues)</b>	<b>25.4%</b>	<b>22.1%</b>	<b>19.5%</b>	<b>18.7%</b>	<b>17.8%</b>

# APPENDIX

	Year-ended December 31,				
	2016	2015	2014	2013	2012
<i>(dollars in millions)</i>					
Net earnings attributable to Martin Marietta	\$ 425.4	\$ 288.8	\$ 155.6	\$ 121.3	\$ 84.5
Add back:					
Interest expense	81.7	76.3	66.1	53.5	53.3
Income tax expense for controlling interests	181.6	124.9	94.8	43.5	16.6
Depreciation, depletion & amortization expense	282.9	260.7	220.5	171.9	175.5
<b>EBITDA</b>	<b>\$ 971.6</b>	<b>\$ 750.7</b>	<b>\$ 537.0</b>	<b>\$ 390.2</b>	<b>\$ 329.9</b>
Nonrecurring expenses (acquisition-related expenses, net loss on divestitures and other noncash related charge)	--	15.9	53.8	--	--
<b>Adjusted EBITDA</b>	<b>\$ 971.6</b>	<b>\$ 766.6</b>	<b>\$ 590.8</b>	<b>\$ 390.2</b>	<b>\$ 329.9</b>



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