

MARTIN MARIETTA

2024 INVESTOR UPDATE

MAY 6, 2024



Statement Regarding Safe Harbor for Forward-Looking Statements

Investors are cautioned that all statements herein 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 material 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. 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 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.





COMPANY OVERVIEW

MARTIN MARIETTA AT A GLANCE

COMPANY OVERVIEW



9,200+
Employees



0.13
World-class
lost-time incident rate (LTIR)¹



>75
Years of aggregates reserves
at current extraction rates

BUILDING MATERIALS



~207M
Aggregate Tons



~2.5M
Cement Tons



~5M
Ready Mix Concrete
Cubic Yards

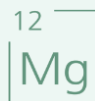


~9M
Hot Mix
Asphalt Tons

MAGNESIA SPECIALTIES



1
Lime Plant

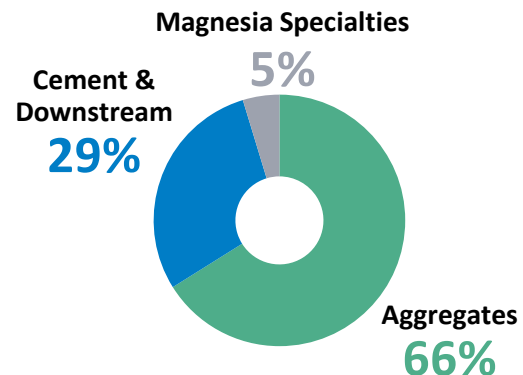


1
Magnesia Plant

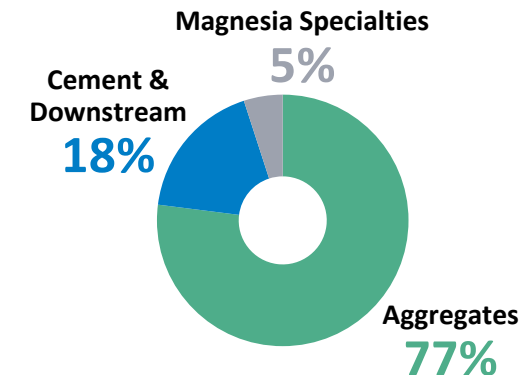
Figures denote estimated 2024 annual shipments.

PRODUCT MIX (2024 Guidance Midpoint)

TOTAL REVENUES



GROSS PROFIT



FULL YEAR 2024 GUIDANCE

\$7.10B
Total
Revenues

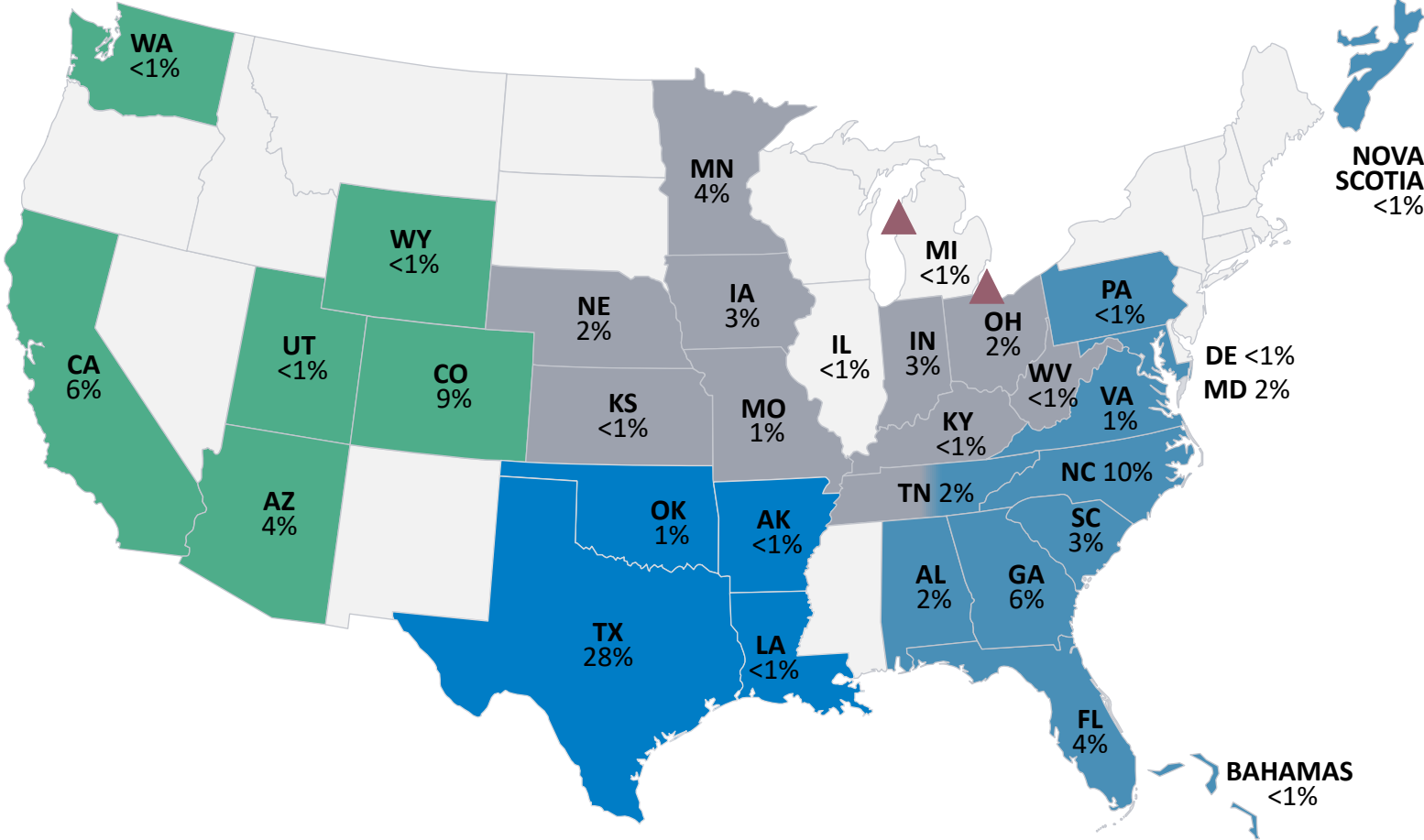
\$2.26B
Net Earnings from
Continuing Operations
Attributable to Martin
Marietta²

\$2.37B
Adjusted
EBITDA³

1.4x
Net Leverage
Ratio expected as of
December 31, 2024

STRATEGICALLY LOCATED IN HIGH-GROWTH MARKETS

2024 MIDPOINT GUIDANCE REVENUES BY DESTINATION



West Division

Aggregates¹ Asphalt (CO, CA, AZ)

Ready Mix (AZ)

Southwest Division

Aggregates¹ Cement (Dallas/Fort Worth)

Ready Mix (TX)

Magnesia Specialties

12 Mg

Dolomitic Lime & Magnesia

Central Division

Aggregates¹ Asphalt (MN)

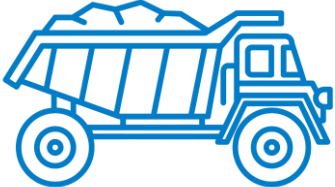
East Division

Aggregates

VALUE PROPOSITION OF BUILDING MATERIALS SUPPLY CHAIN

87% **UPSTREAM MATERIALS**
of full year 2024 total consolidated gross profit guidance

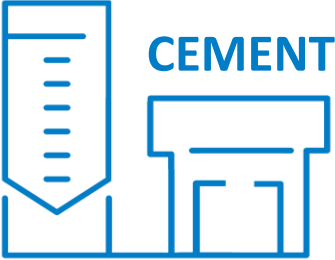
AGGREGATES



Real pricing growth through economic cycles

- Depleting natural resource buttressed by long-lived reserves
- Limited substitute products
- Logistics moats

CEMENT




Texas demand exceeds statewide capacity

- DFW largely insulated from waterborne imports

8% **DOWNSTREAM PRODUCTS**
of full year 2024 total consolidated gross profit guidance


ASPHALT



Key aggregates distribution channel (95% aggregates by weight)

- End market resiliency (Infrastructure)

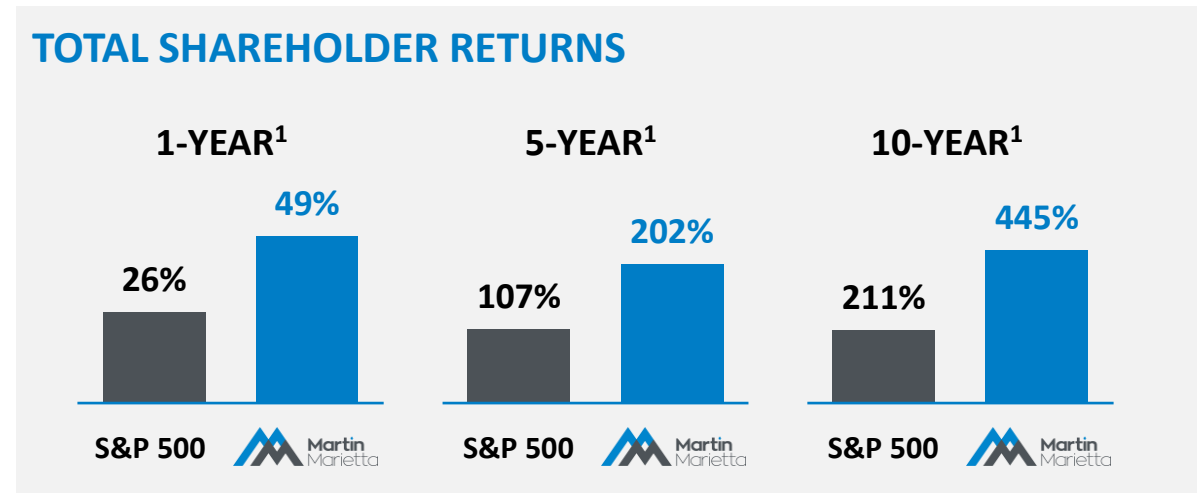
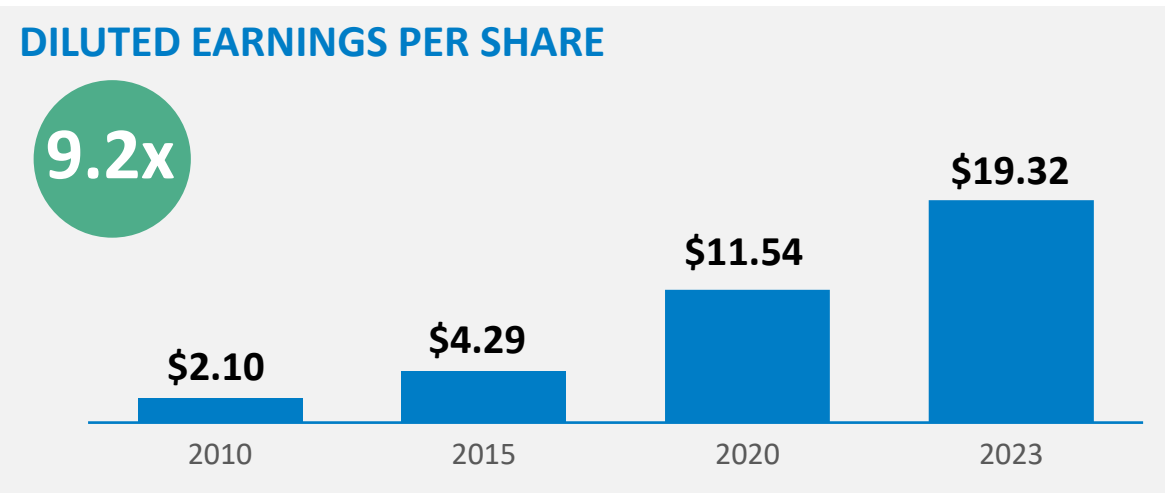
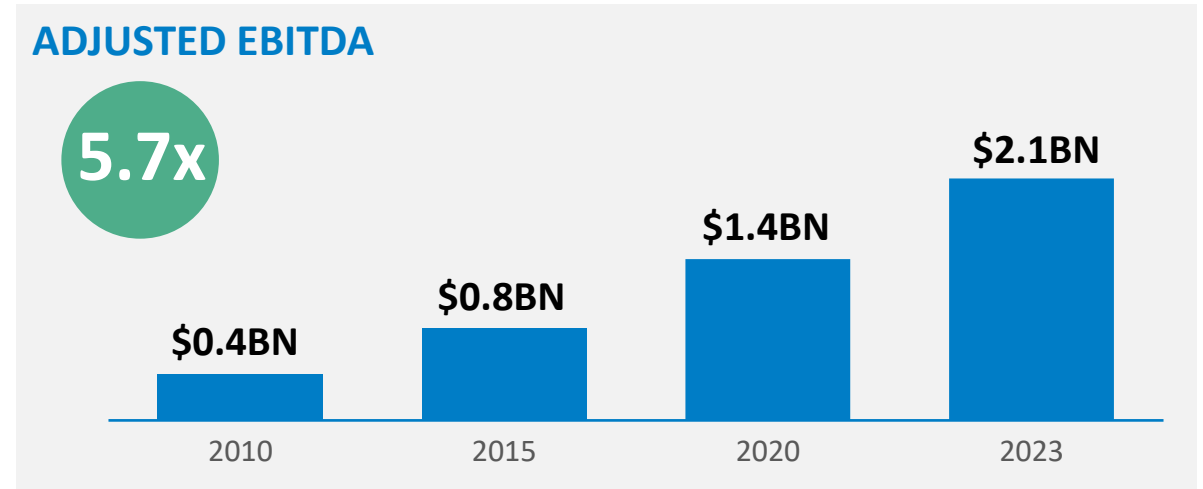
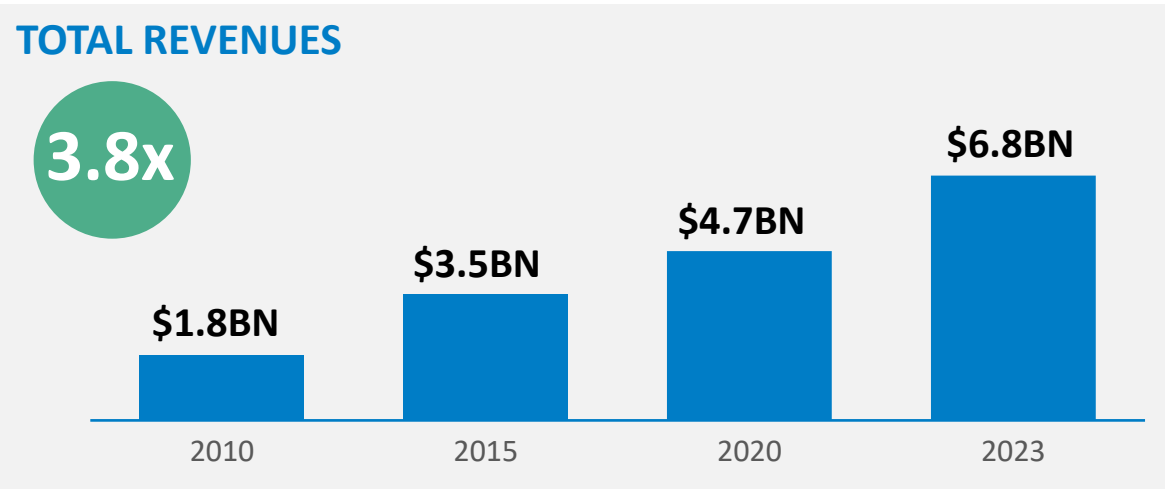
READY MIXED CONCRETE (RMC)



Key aggregates and cement distribution channel (80% aggregates by weight)

- Selective market entry

OUR STRATEGIC OPERATING ANALYSIS & REVIEW (SOAR) PLAN PROVIDES A LONG TRACK RECORD OF FINANCIAL PERFORMANCE



SOAR'S DISCIPLINED CAPITAL ALLOCATION APPROACH

1

Mergers &
Acquisitions



MAINTAINING IG
CREDIT RATING METRICS

2

Sustaining and
Growth Capital
Expenditures



PRUDENT BUSINESS
REINVESTMENT

3

Returns to shareholders
through dividends and
share repurchases



NEVER SUSPENDED
OR CUT DIVIDEND



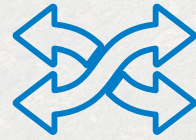
INVESTMENT HIGHLIGHTS



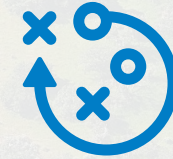
INVESTMENT HIGHLIGHTS



Pricing growth through cycles drives compounding unit margins



Diversified end market exposure reduces cyclical demand volatility



Disciplined execution of a proven strategic plan: SOAR



Strong balance sheet and significant opportunities for acquisitive growth

PRICING GROWTH THROUGH CYCLES UNDERPINS THE INVESTMENT THESIS...



MARKET-BASED VALUE DRIVERS

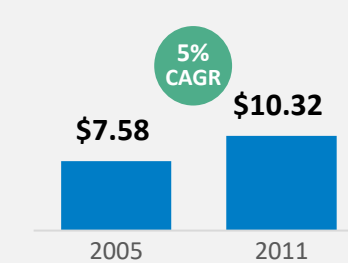
Diminishing natural resources
 Barriers to entry for new supply
 Limited substitute products
 Value-to-weight ratio/logistical moats

COMPANY SPECIFIC VALUE DRIVERS

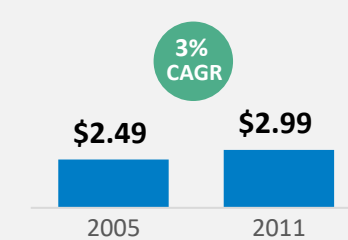
Value-over-volume commercial strategy
 Flexible cash cost structure
 Operational excellence

PEAK-TO-TROUGH¹

AVERAGE SELLING PRICE (ASP)²

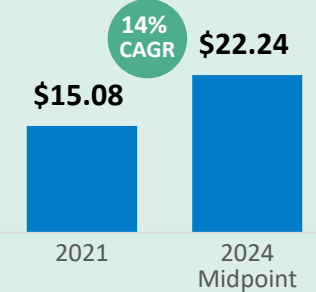


CASH GROSS PROFIT PER TON

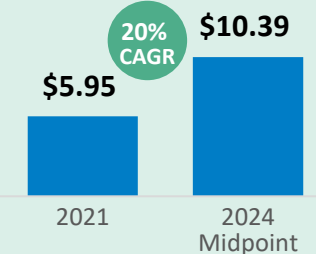


POST-COVID ACCELERATION

AVERAGE SELLING PRICE (ASP)²



CASH GROSS PROFIT PER TON



INDUSTRY TONS	3.0B	2.0B	2.5B	2.4B
% FROM PEAK	---	(34%)	(18%)	(19%)

STRUCTURALLY IMPROVED UNIT PROFITABILITY ON FEWER TONS

...SUPPORTED BY AGGREGATES' LOW INPUT COST IN DOWNSTREAM PRODUCTS



CLEAN STONE PRICING SENSITIVITY



MARGINAL IMPACT ON DOWNSTREAM COST



READY
MIXED
CONCRETE

\$0.90 / Yd³

*+0.6% increase required in
RMC ASP to pass through
+\$1/ton of clean stone price*

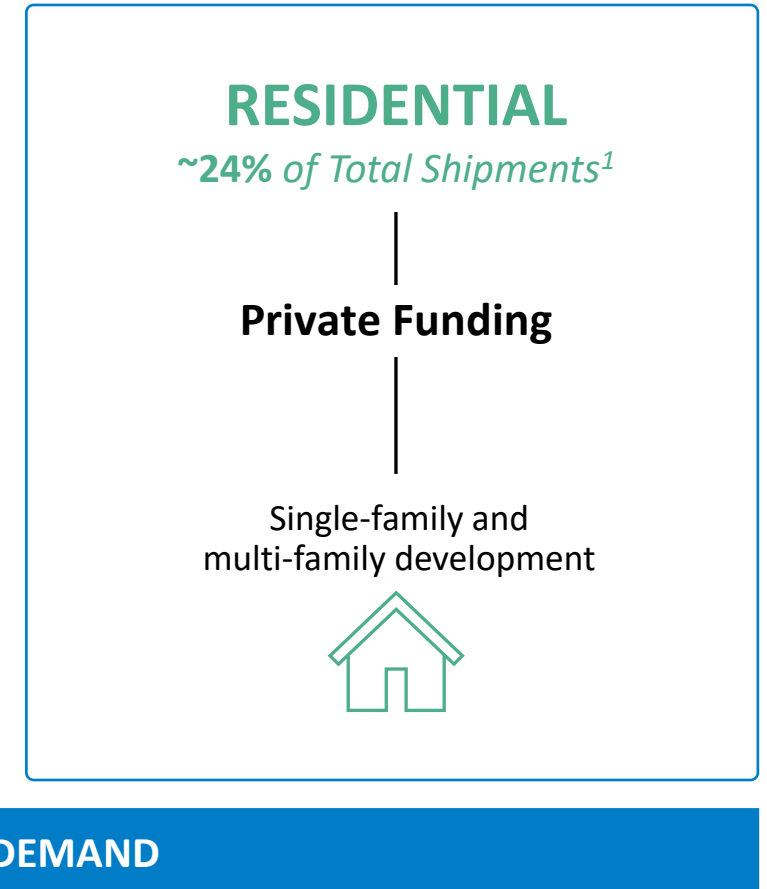
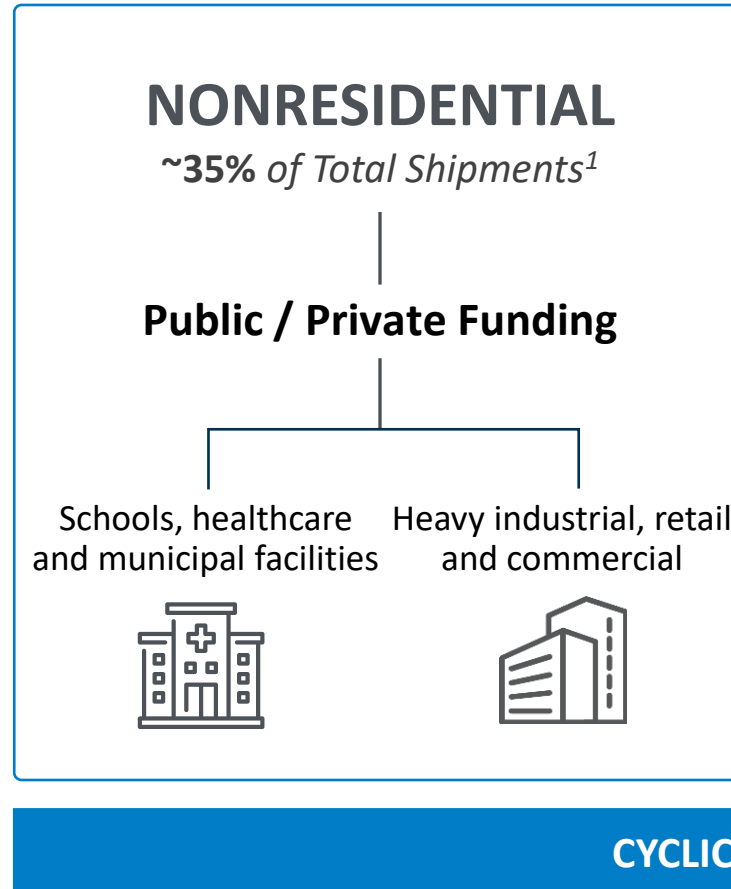
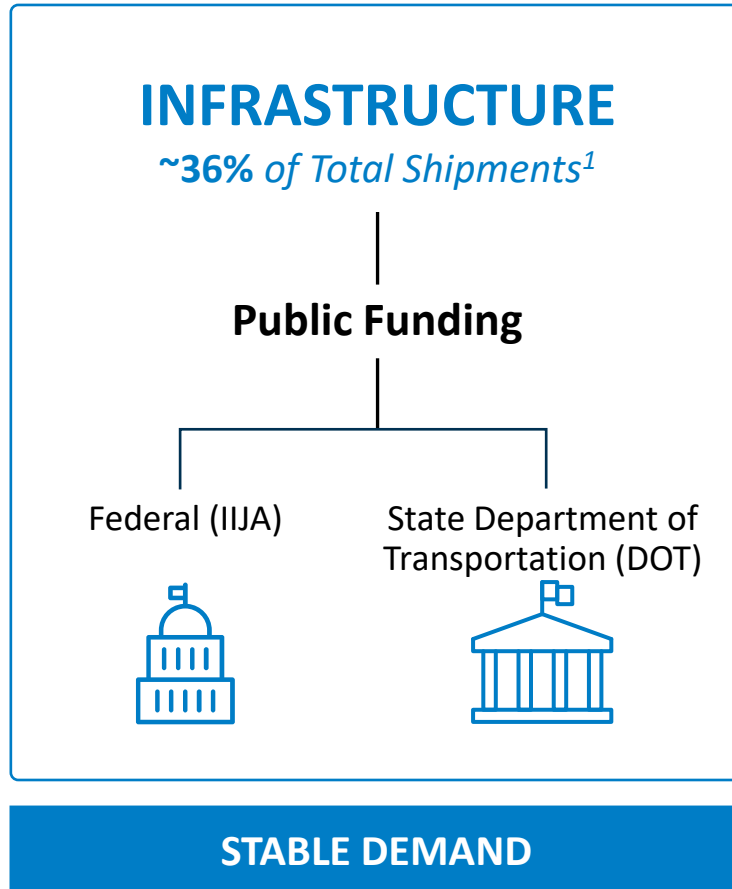
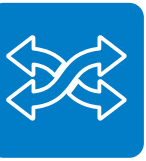


ASPHALT

\$0.20 / Ton

*+0.3% increase required in
Hot Mix Asphalt ASP to pass
through +\$1/ton of clean
stone price*

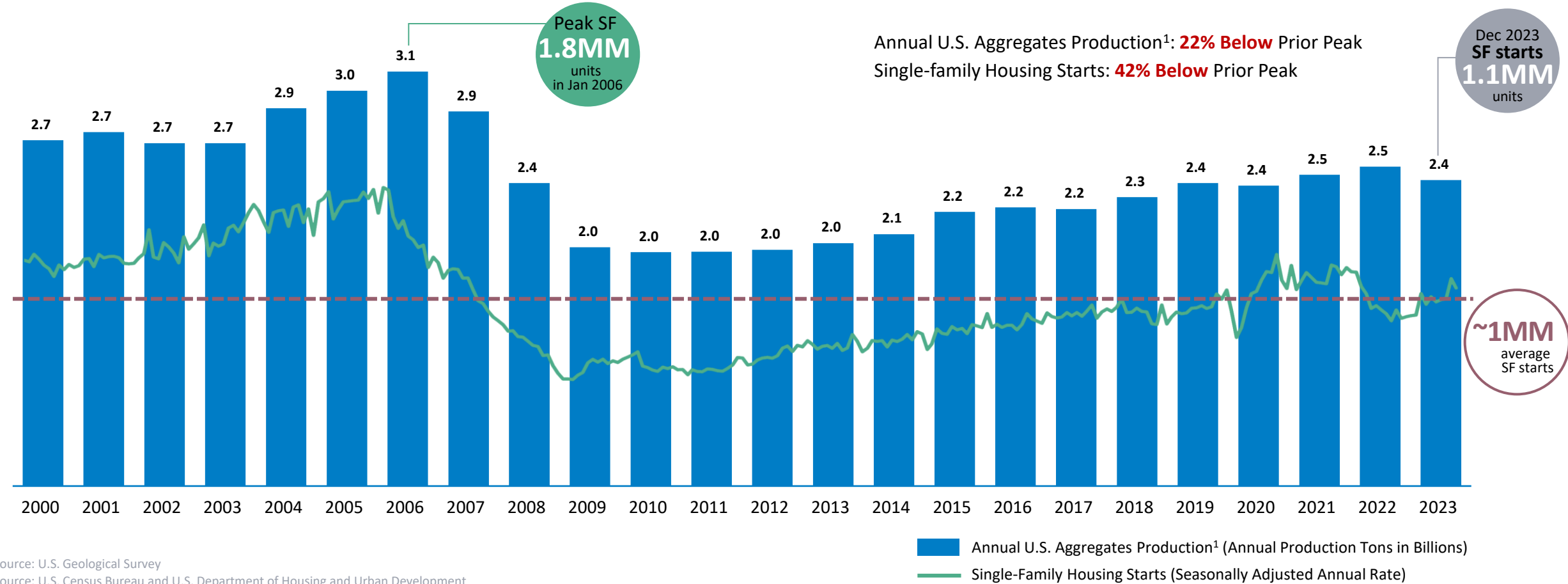
DIVERSIFIED END MARKET EXPOSURE AND PUBLIC FUNDING REDUCES CYCLICAL DEMAND VOLATILITY...



...WITH CURRENT AGGREGATES DEMAND WELL BELOW PRIOR PEAK



AGGREGATES PRODUCTION TENDS TO FOLLOW SINGLE-FAMILY (SF) HOUSING STARTS WITH A LAG



SOAR GROWTH PILLARS PROVIDE FRAMEWORK FOR CAPITAL DEPLOYMENT...



Drive profitable materials growth while maximizing shareholder value

ORGANIC GROWTH



Commercial Excellence



Growth Capital Investments



Operational Excellence

INORGANIC GROWTH



Bolt-on Acquisitions



New Market Expansion

PORTFOLIO OPTIMIZATION



Asset Swaps / Divestitures



Monetize Surplus & Excess Land



...WITH DEMONSTRATED RESULTS FROM EXECUTION

Results since inaugural SOAR launch in 2010 through 2023

+\$8B

Invested in Acquisitions

Added +5B tons of reserves

98%

Aggregates Pricing Growth

vs. Cumulative PPI¹ of +38%

280%

Total Revenue Growth

Supported by value-over-volume commercial strategy

468%

Adjusted EBITDA² Growth

+1,039 bps margin expansion

TOTAL SHAREHOLDER RETURN³



558%

VS

S&P 500

462%

STRONG BALANCE SHEET AND UNRIVALED OPPORTUNITIES FOR ATTRACTIVE ACQUISITIVE GROWTH



FAVORABLE LEVERAGE POSITION

BBB+

Credit Rating

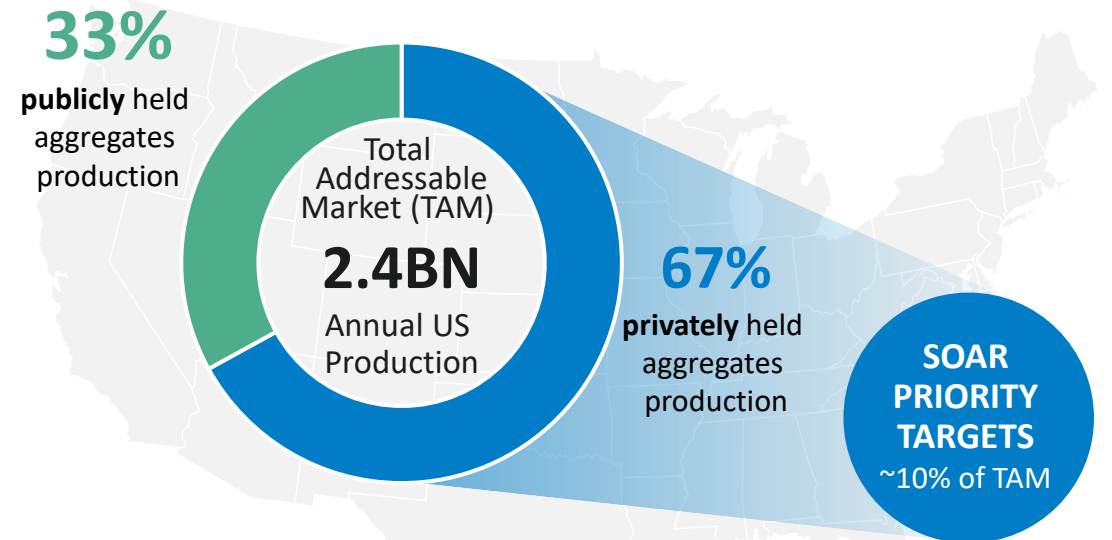
1.4x

Net Leverage Ratio
Expected as of
December 31, 2024

~\$4-5 BILLION

Acquisition firepower while
maintaining Investment Grade rating
leverage parameters

ROBUST AND ACTIVE M&A PIPELINE IN FRAGMENTED INDUSTRY



Priority M&A targets represent
~215 MILLION TONS
of incremental annual production



SOAR 2025 PROGRESS



SOAR 2025 CAPITAL DEPLOYMENT CONSISTENT WITH CAPITAL ALLOCATION PRIORITIES

1

Mergers & Acquisitions



\$5.7 BILLION¹

2

Sustaining and Growth Capital Expenditures



\$1.8 BILLION¹

3

Returns to shareholders through dividends and share repurchases



\$1.0 BILLION¹

1. Reflects capital deployment for the period 1/1/2021 – 4/30/2024



PRUDENTLY DELIVERING ON SOAR 2025 OBJECTIVES FROM FEBRUARY 2021 INVESTOR DAY...

ORGANIC GROWTH HIGHLIGHTS

PROGRESS TO DATE¹



Commercial Excellence

+51%
Average Selling Price

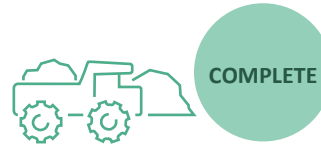


Operational Excellence

+34%
COGS Per Ton



Growth Capital Investments



BRIDGEPORT AGGREGATES PLANT CAPACITY EXPANSION

COMPLETE

+3M
Annual Tons



MIDLOTHIAN CEMENT PLANT CAPACITY EXPANSION

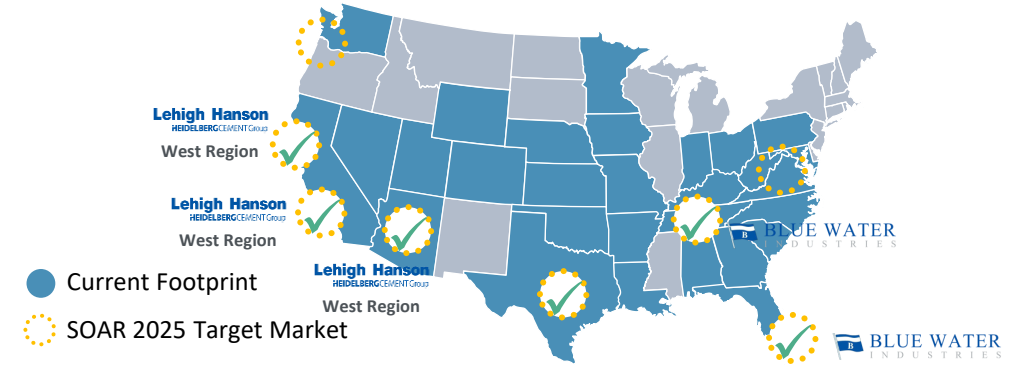
TARGET COMPLETION DATE: Q3 2024

+450K
Annual Tons

+86%

Gross Profit Per Ton

INORGANIC NEW MARKET EXPANSION



PORTFOLIO OPTIMIZATION

AGGREGATES ACQUISITIONS



Total Enterprise Value: **\$2.5B**

DOWNSTREAM DIVESTITURES

S. TX Cement and RMC
CA Cement and RMC
CO and Central TX RMC

Total Enterprise Value: **\$3.1B**

TOTAL SHAREHOLDER RETURN OF 116% (12/31/2020 – 5/6/2024)

...AND AGAIN DOUBLING OUR MARKET CAPITALIZATION



\$4.2B
MARKET CAP
(12-31-10)



\$8.8B
MARKET CAP
(12-31-15)



\$17.7B
MARKET CAP
(12-31-20)



\$37.0B
MARKET CAP
(5-6-24)



2024 GUIDANCE AND END MARKET OUTLOOK

2024 GUIDANCE SUMMARY

Note: all percentages below represent change over prior year

KEY DRIVERS

- Strength in infrastructure and heavy nonresidential construction markets offset by softer warehouse, light non-residential and residential
- Realization of January 1, 2024 price increases
- Moderating inflation across cost categories
- Acquisition contributions

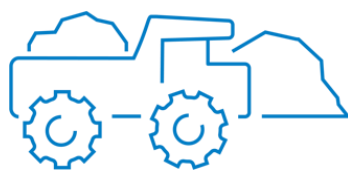
AGGREGATES

207M

Shipment Tons
+4%

\$1.75B

Gross Profit³
+27%



\$22.24

ASP
+12%

\$8.45

Gross Profit Per Ton³
+22%

CONSOLIDATED FINANCIAL HIGHLIGHTS

\$7.10B

Total Revenues
+5%

\$2.26B

Net Earnings from Continuing
Operations Attributable
to Martin Marietta¹
+88%

\$2.37B

Adjusted EBITDA²
11%

OTHER PRODUCTS AND SERVICES

Cement and Downstream

\$425M

Gross Profit
(22%)⁴



Magnesia Specialties

\$105M

Gross Profit
+8%

2024 figures based on midpoint of full-year guidance included in Q1 2024 Earnings Release

1. Net earnings from continuing operations attributable to Martin Marietta includes \$0.9 billion for a gain on a divestiture partially offset by a noncash asset and portfolio rationalization charge, acquisition, divestiture and integration expenses and fair market value inventory adjustment.

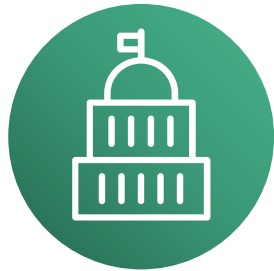
2. Adjusted EBITDA is a Non-GAAP financial measure; see Appendix for reconciliation to nearest GAAP measure.

3. Aggregates gross profit and aggregates gross profit per ton includes an estimated \$30 million impact of selling acquired inventory after its markup to fair market value as part of acquisition accounting.

4. Cement and downstream gross profit decrease of 22% is primarily due to the February 2024 divestiture of the South Texas cement plant and related concrete operations.

2024 END MARKET OUTLOOK

INFRASTRUCTURE



- + Infrastructure Investment and Jobs Act (IIJA)
- + Record state DOT budgets
- + State and local ballot initiatives

NON-RESIDENTIAL



- + Manufacturing / reshoring
- + Data centers
- Warehouses
- Office / retail

RESIDENTIAL



- + Favorable population trends
- + Structural deficit + lock-in effect supports new construction
- Affordability challenges



APPENDIX

ADJUSTED EBITDA

\$ in Millions

	Year Ended Dec 31, 2010	Year Ended Dec 31, 2015	Year Ended Dec 31, 2020	Year Ended Dec 31, 2023	Year Ended Dec 31, 2024 (Midpoint Guidance)
Net earnings from continuing operations attributable to Martin Marietta	\$97	\$289	\$721	\$1,200	\$2,255
Add back (Deduct):					
Interest expense, net of interest income	69	76	118	119	110
Income tax expense for controlling interests	29	125	168	292	675
Depreciation, depletion and amortization expense and earnings/loss from nonconsolidated equity affiliates	180	261	386	505	560
Acquisition, divestiture and integration expenses	-	-	-	12	22
Impact of selling acquired inventory after its markup to fair value as part of acquisition accounting	-	-	-	-	30
Nonrecurring gain on divestiture	-	-	-	-	(1,331)
Noncash asset and portfolio rationalization charge	-	-	-	-	49
Adjusted EBITDA	\$375	\$751	\$1,393	\$2,128	\$2,370
Total Revenues	\$1,783	\$3,540	\$4,730	\$6,777	\$7,100
Adjusted EBITDA Margin	21%	21%	29%	31%	33%

Earnings from continuing operations before interest; income taxes; depreciation, depletion and amortization expense; the earnings/loss from nonconsolidated equity affiliates; effective January 1, 2024, for transactions with at least \$2 billion in consideration and transaction expenses expected to exceed \$15 million, acquisition-related expenses and the impact of selling acquired inventory after its markup to fair value as part of acquisition accounting; nonrecurring gain on the divestiture; and noncash asset and portfolio rationalization charge (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.

CASH GROSS PROFIT PER TON

In Millions, except Per Ton

	Year Ended Dec 31, 2005 ¹	Year Ended Dec 31, 2011 ¹	Year Ended Dec 31, 2021 ¹	Year Ended Dec 31, 2024 (Midpoint Guidance)
Aggregates Gross Profit	\$390	\$223	\$908	\$1,750 ²
Add back:				
Depreciation, depletion and amortization expense	118	153	289	403
Cash Gross Profit	\$508	\$376	\$1,197	\$2,154
Shipments	204	126	201	207
Cash Gross Profit Per Ton	\$2.49	\$2.99	\$5.95	\$10.39

Aggregates cash gross profit per ton is an indicator used by the Company and investors to evaluate the Company's operating performance from period to period.

Cash gross profit adds back noncash charges for depreciation, depletion and amortization to gross profit.

Cash gross profit is not defined by generally accepted accounting principles and, as such, should not be construed as an alternative to gross profit or other earnings or cash flow measures defined by GAAP.

Aggregates cash gross profit per ton is computed by dividing aggregates cash gross profit by tons shipped.