Martin Marietta

2019

SUPPLEMENTAL INFORMATION

February 11, 2020

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 (the "Company") is subject to risks and uncertainties that 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 at 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 Measures

These slides contain certain "non-GAAP financial measures" which are defined in the Appendix. Reconciliations of non-GAAP measures to the closest GAAP measure are also provided in the 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 used in internal evaluation of the overall performance of its businesses. Management acknowledges 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.

2019
REVIEW

2019 HIGHLIGHTS

COMPANY ACHIEVED FULL-YEAR RECORD REVENUES, PROFITS AND EARNINGS PER DILUTED SHARE*

** Excluding one-time EPS benefit in 2017 from the Tax Cuts and Jobs Act of 2017*

Adjusted EBITDA* of $1.3 BILLION, an all-time high

** See slide 19 for reconciliation.*

SAFETY performance **TRENDING NEAR OR BETTER THAN WORLD-CLASS LEVELS**

IMPROVED SHIPMENTS, PRICING AND PROFITABILITY across most of Building Materials business

Meaningful rate of **INCREASE IN DIVIDEND AND CONTINUED SHARE REPURCHASES**, all while **RETURNING TO LEVERAGE TARGET**

Strong earnings growth yielded **64.2 PERCENT TOTAL SHAREHOLDER RETURN**

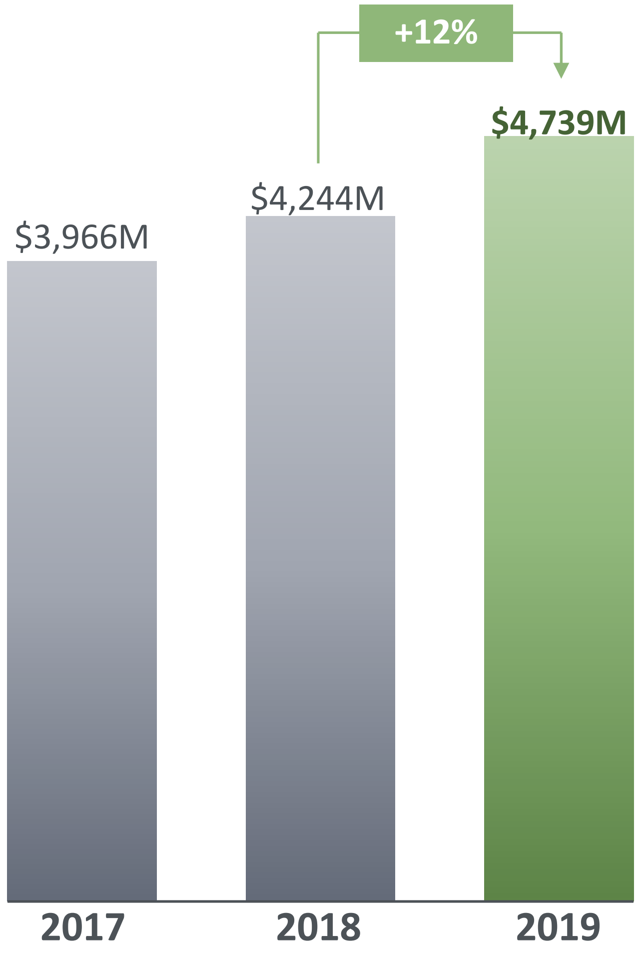
Continued disciplined execution of a **SOLID LONG-TERM STRATEGIC PLAN**

Celebrated **25 YEARS AS A PUBLIC COMPANY**

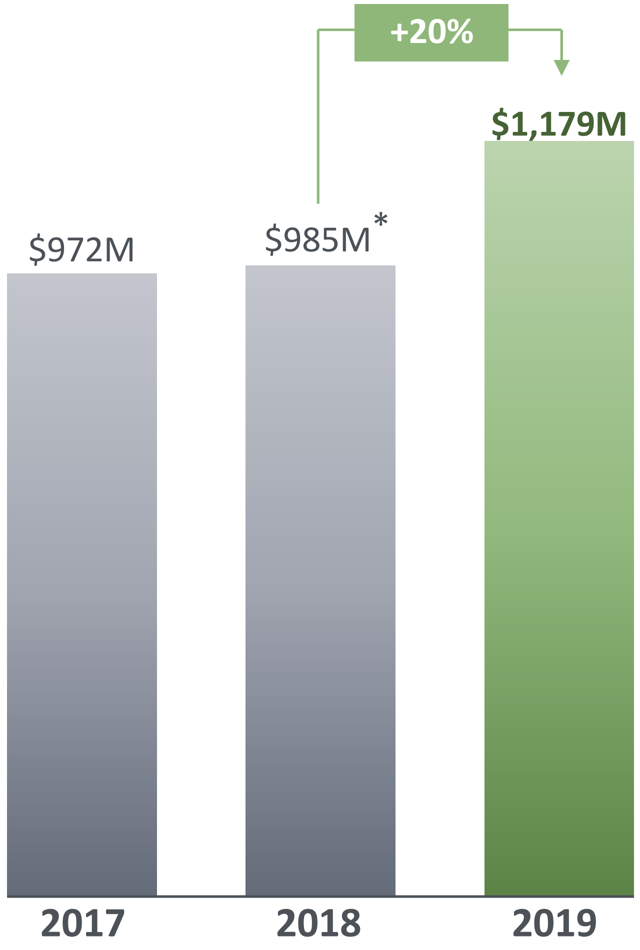
FULL-YEAR CONSOLIDATED FINANCIAL RESULTS

Martin Marietta

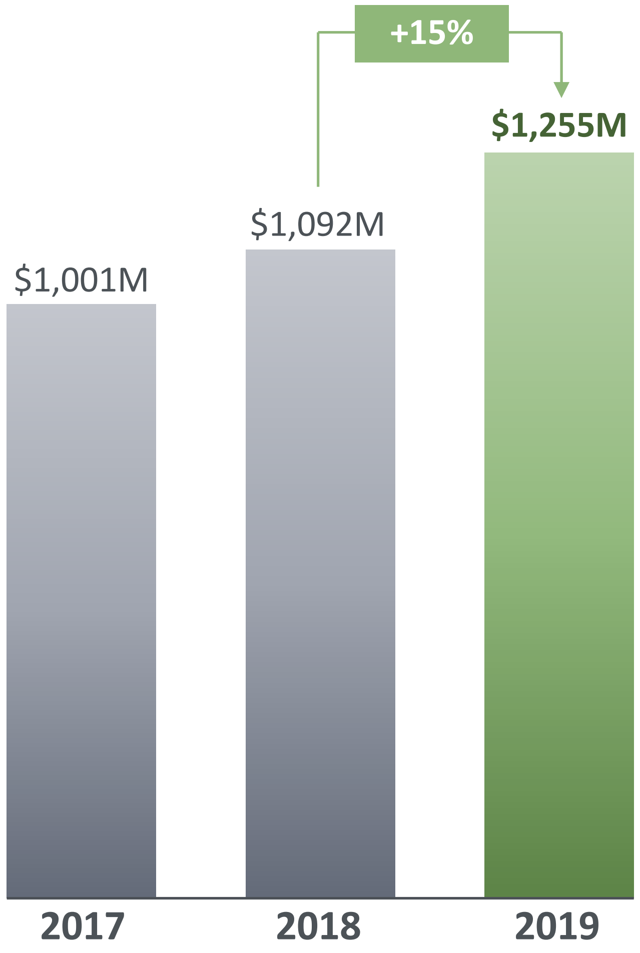
Total Revenues



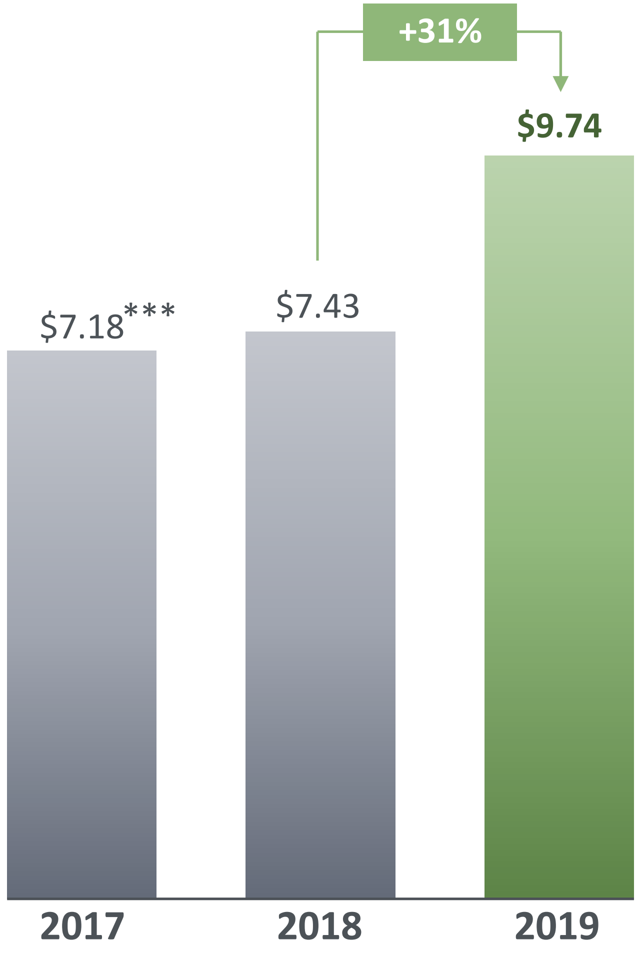
Gross Profit



Adjusted EBITDA**



Earnings Per Diluted Share



* 2018 Gross Profit excludes the $18.7 million impact of selling acquired inventory after its markup to fair value as part of acquisition accounting. See slide 20 for reconciliation

** Adjusted EBITDA is a non-GAAP financial measure. See slide 19 for reconciliation

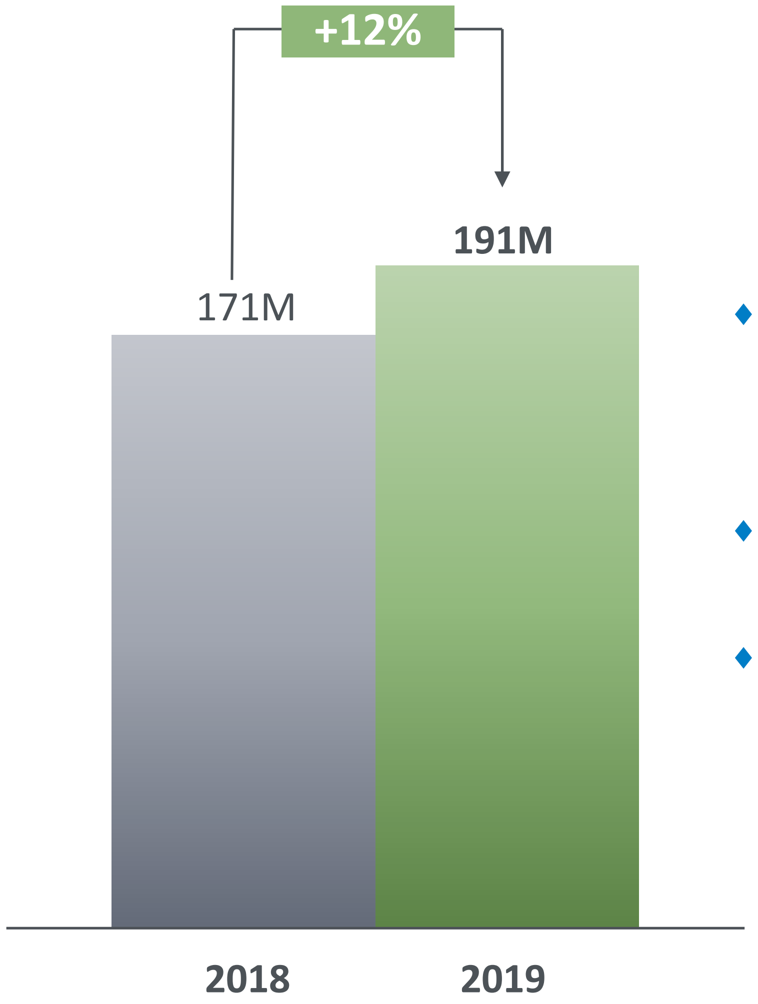
*** 2017 earnings per diluted share excludes the $4.07 per share one-time tax benefit from the Tax Cuts and Jobs Act of 2017 (2017 Tax Act).

REVENUES AND GROSS PROFIT BY BUSINESS (FULL-YEAR RESULTS)

($ in thousands)	QTR 1 Revenues	QTR 1 Gross profit (loss)	QTR 1 Gross margin	QTR 2 Revenues	QTR 2 Gross profit (loss)	QTR 2 Gross margin	QTR 3 Revenues	QTR 3 Gross profit (loss)	QTR 3 Gross margin	QTR 4 Revenues	QTR 4 Gross profit (loss)	QTR 4 Gross margin	Full Year Revenues	Full Year Gross profit (loss)	Full Year Gross margin
Building Materials business:															
Products and services:															
Aggregates	$544,948	$98,061	18.0%	$757,802	$251,422	33.2%	$818,693	$287,024	35.1%	$635,295	$171,377	27.0%	$2,756,738	$807,884	29.3%
Cement	99,017	13,778	13.9%	112,350	42,229	37.6%	119,609	48,519	40.6%	108,136	38,895	36.0%	439,112	143,421	32.7%
Ready mixed concrete	211,157	14,492	6.9%	241,178	19,014	7.9%	271,844	28,948	10.6%	223,873	16,324	7.3%	948,052	78,778	8.3%
Asphalt and paving	12,373	(8,325)	-67.3%	82,198	15,742	19.2%	131,099	31,102	23.7%	68,366	12,168	17.8%	294,036	50,687	17.2%
Less: interproduct revenues	(58,364)	---	---	(67,772)	---	---	(77,419)	---	---	(61,959)	---	---	(265,514)	---	---
Products and services	809,131	118,006	14.6%	1,125,756	328,407	29.2%	1,263,826	395,593	31.3%	973,711	238,764	24.5%	4,172,424	1,080,770	25.9%
Freight	55,749	(167)	NM	77,473	227	NM	91,543	317	NM	70,593	(557)	NM	295,358	(180)	NM
Total Building Materials business	864,880	117,839	13.6%	1,203,229	328,634	27.3%	1,355,369	395,910	29.2%	1,044,304	238,207	22.8%	4,467,782	1,080,590	24.2%
Magnesia Specialties business:															
Products and services	69,173	26,606	38.5%	70,379	29,212	41.5%	59,334	23,997	40.4%	51,008	19,644	38.5%	249,894	99,459	39.8%
Freight	4,901	(1,064)	NM	5,860	(1,174)	NM	5,543	(987)	NM	5,118	(841)	NM	21,422	(4,066)	NM
Total Magnesia Specialties business	74,074	25,542	34.5%	76,239	28,038	36.8%	64,877	23,010	35.5%	56,126	18,803	33.5%	271,316	95,393	35.2%
Corporate	---	(475)	NM	---	195	NM	---	1,725	NM	---	1,579	NM	---	3,024	NM
Total	**$938,954**	**$142,906**	**15.2%**	**$1,279,468**	**$356,867**	**27.9%**	**$1,420,246**	**$420,645**	**29.6%**	**$1,100,430**	**$258,589**	**23.5%**	**$4,739,098**	**1,179,007**	**24.9%**

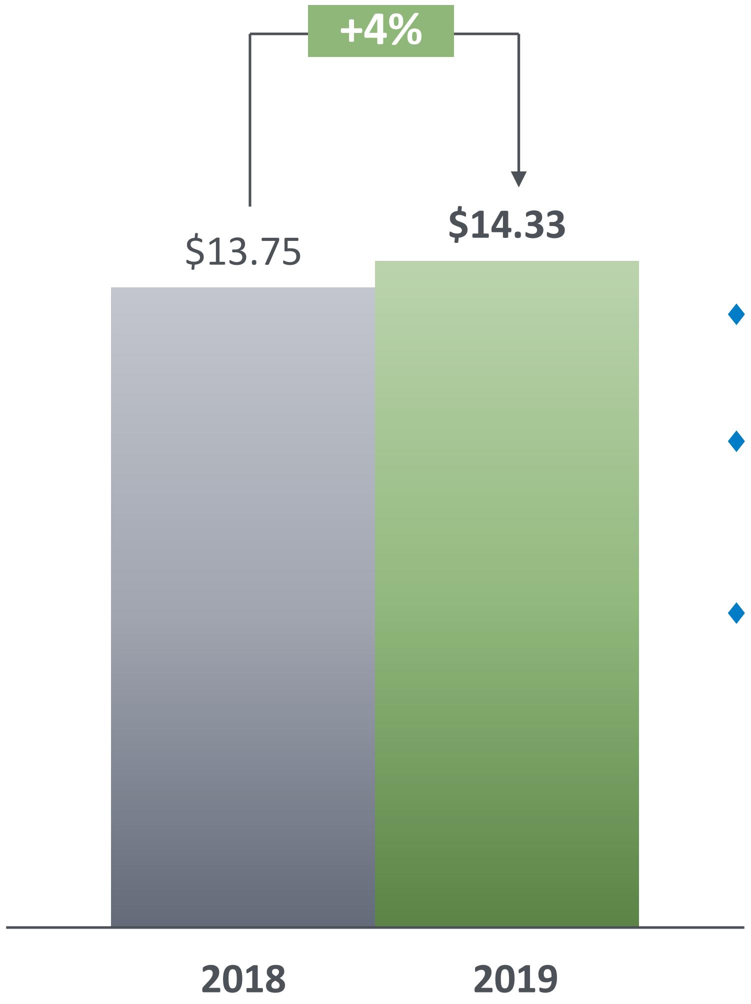
AGGREGATES PERFORMANCE (FULL-YEAR RESULTS)

SHIPMENTS (tons)



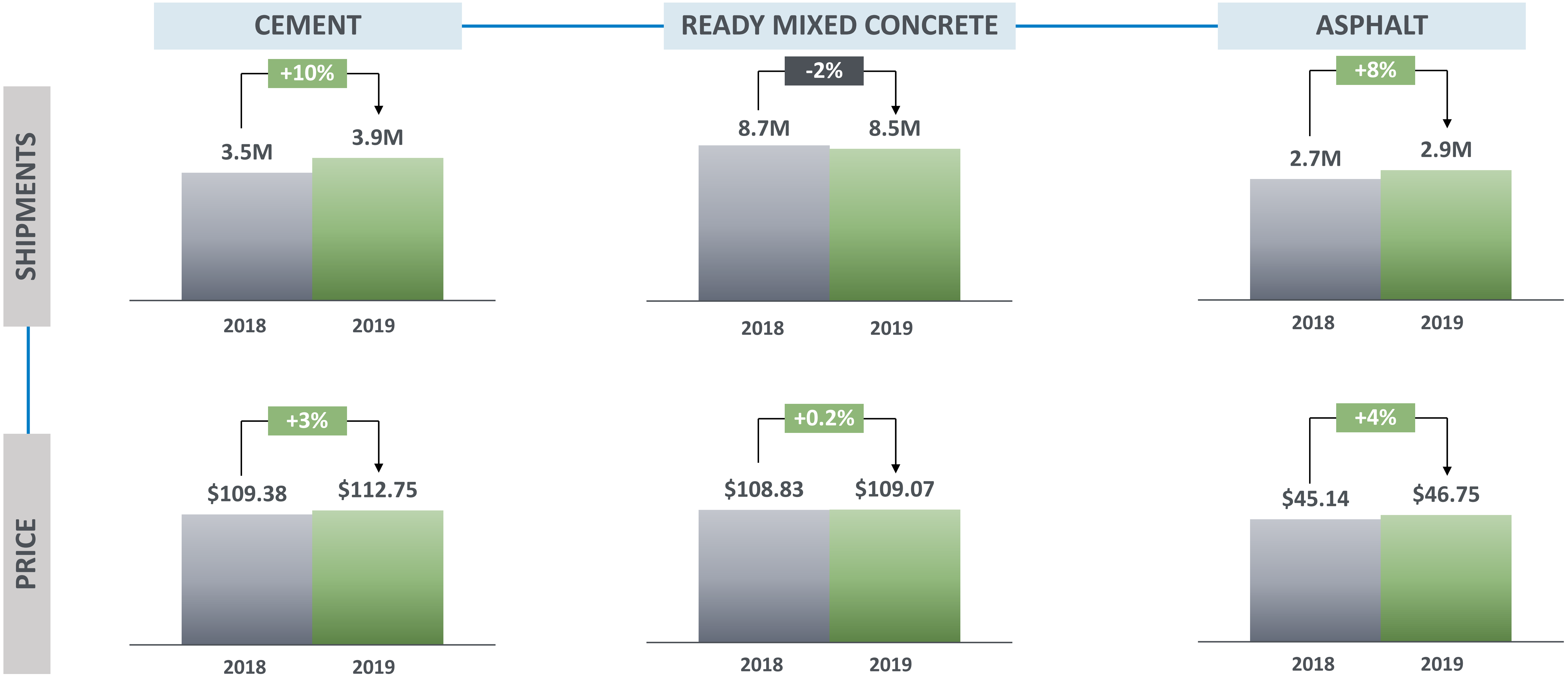
- Volume growth reflects **ROBUST UNDERLYING PRODUCT DEMAND** and completion of weather-deferred projects from 2018
- **SHIPMENT GROWTH** in all three of Company's primary end-use markets
- Strong infrastructure funding levels and healthy private-sector activity are expected to drive **INCREASED SHIPMENTS IN 2020**

PRICE



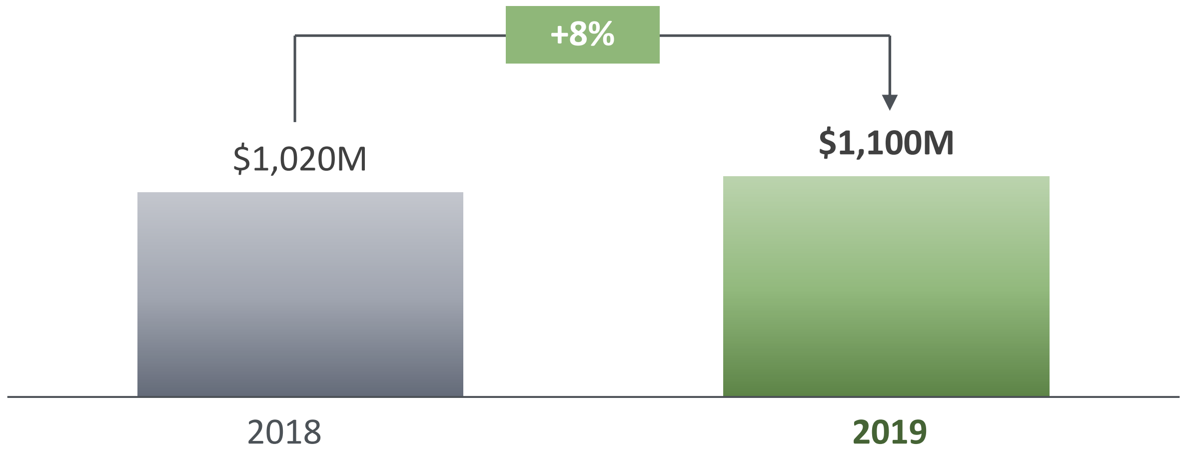
- **PRICING IMPROVEMENTS** in line with expectations
- Pricing **GAINS ACROSS ALL DIVISIONS** reflect disciplined execution of **LOCALLY-DRIVEN PRICING STRATEGY**
- Underlying market demand supports ongoing **PRICING MOMENTUM IN 2020**

CEMENT AND DOWNSTREAM PERFORMANCE (FULL-YEAR RESULTS)

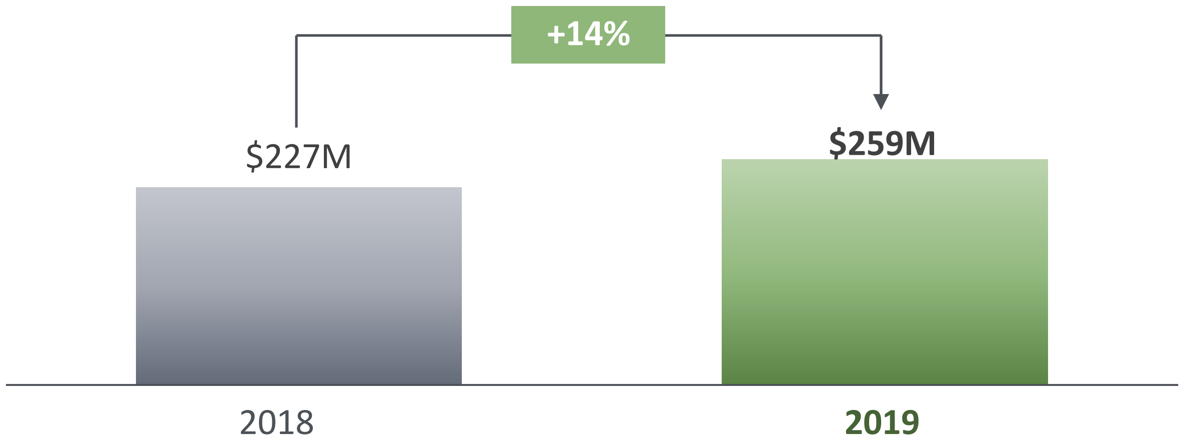


FOURTH-QUARTER CONSOLIDATED FINANCIAL RESULTS

TOTAL REVENUES

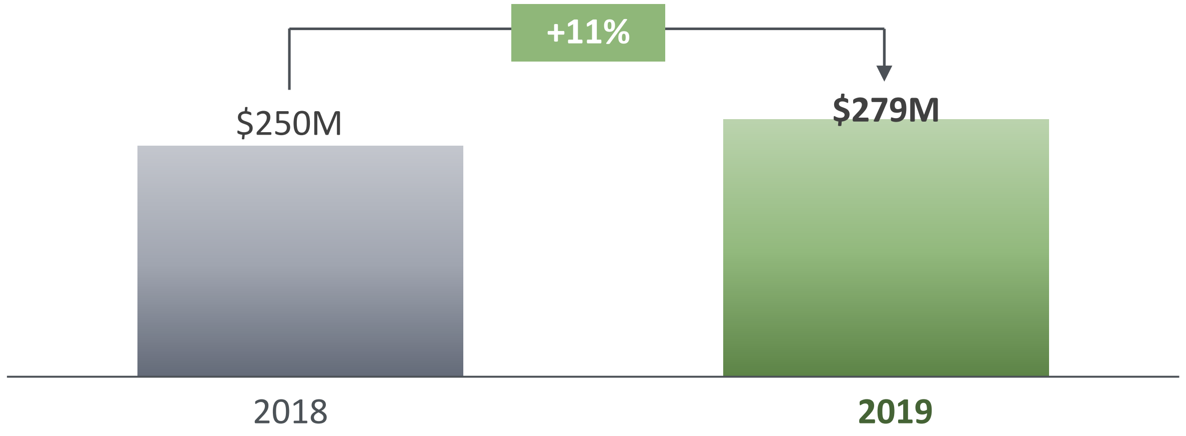


GROSS PROFIT

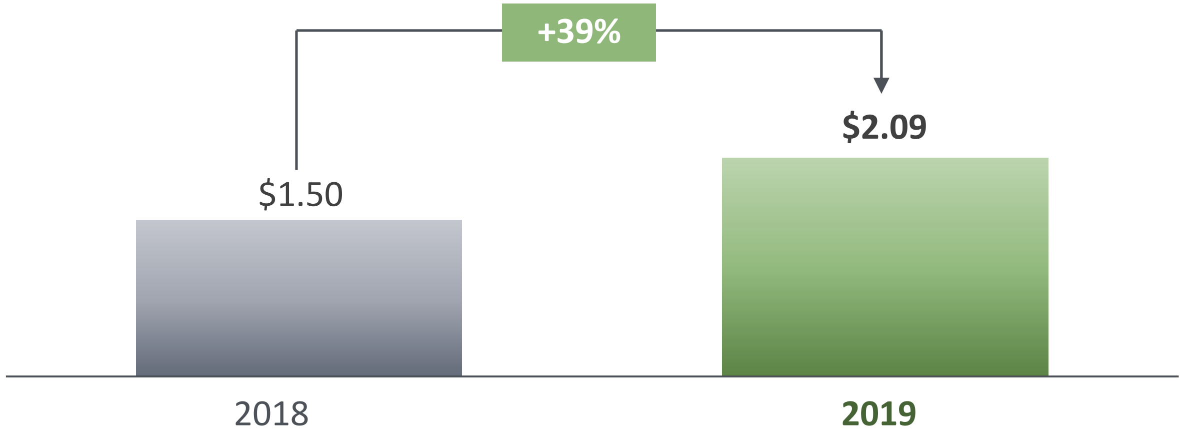


ADJUSTED EBITDA*

*Adjusted EBITDA is a non-GAAP financial measure. See slide 19 for reconciliation to nearest GAAP measure.



EARNING PER DILUTED SHARE



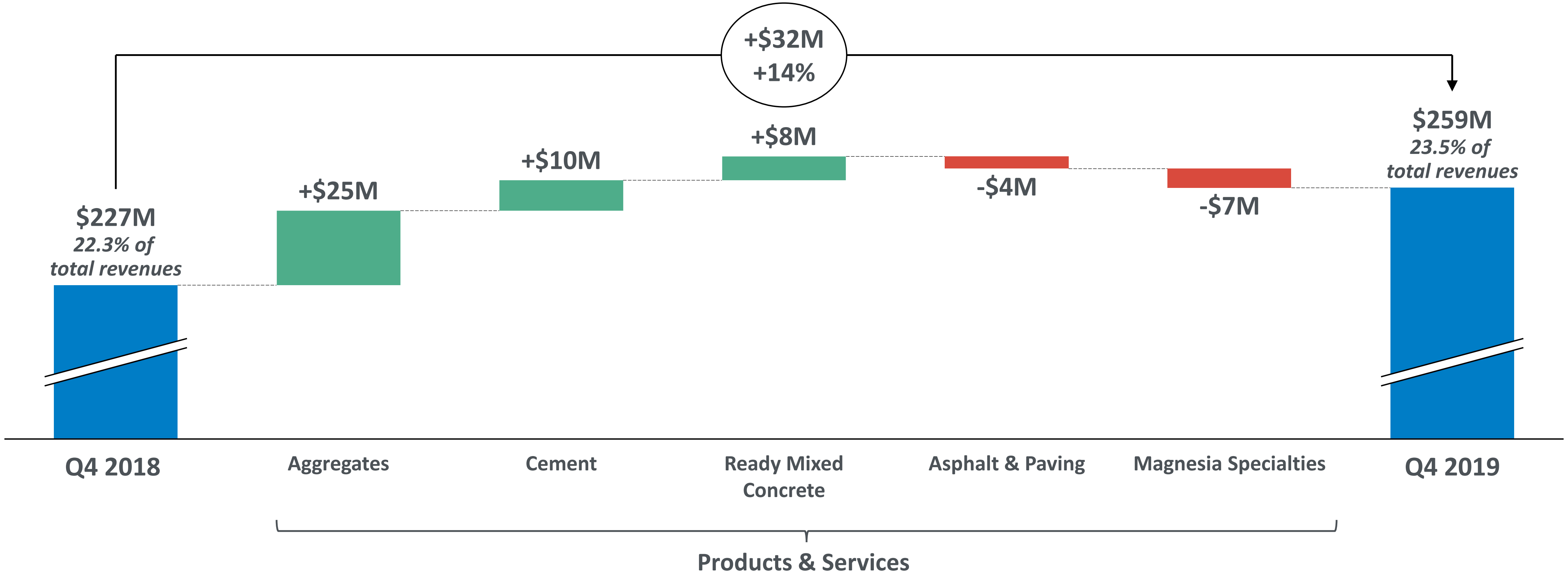
GROSS PROFIT (FOURTH-QUARTER RESULTS)

Record quarterly gross profit for Building Materials business

Aggregates product gross margin improvement of 170 basis points due to pricing gains and improved operating leverage

Cement product gross margin expansion of 320 basis points, driven by revenue growth and production efficiencies that more than offset higher maintenance costs

Effective cost containment measures limited Magnesia Specialties business product gross margin decline to 40 basis points

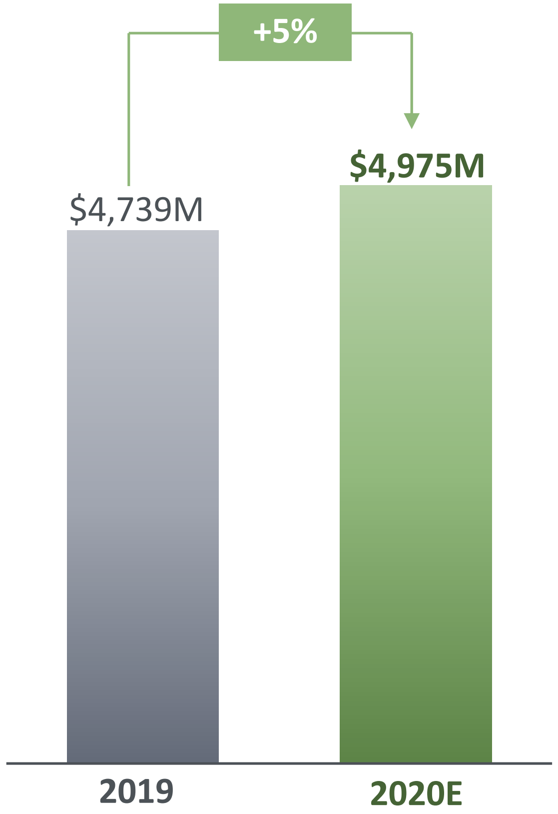


2020

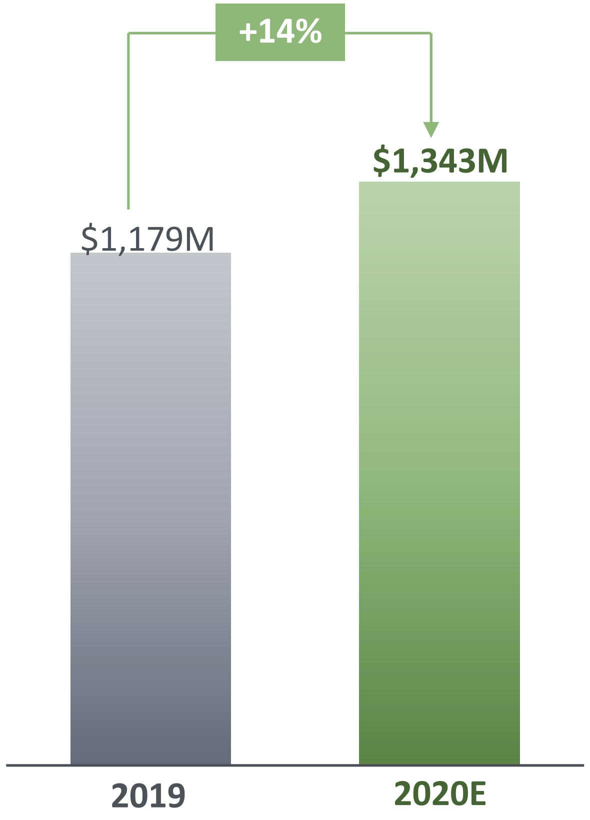
COMPANY OUTLOOK

2020 GUIDANCE

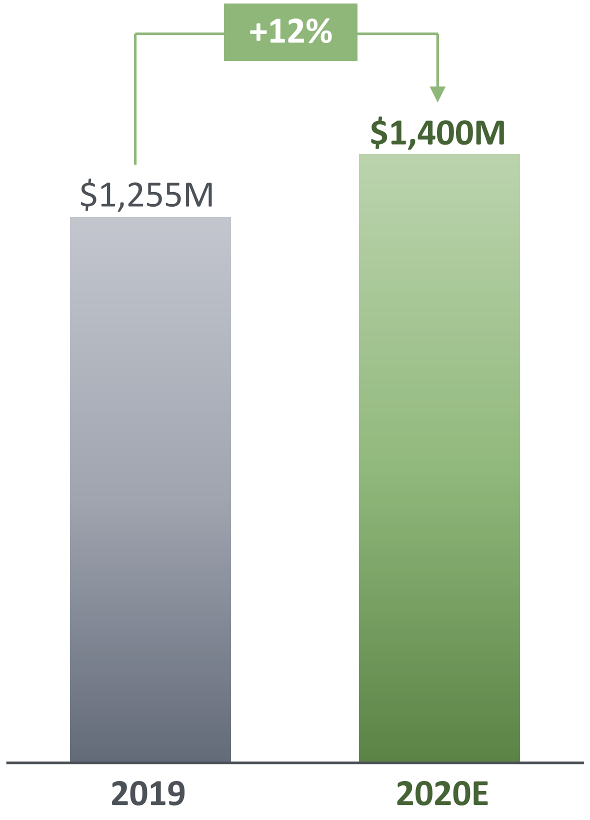
TOTAL REVENUES



GROSS PROFIT



ADJUSTED EBITDA*

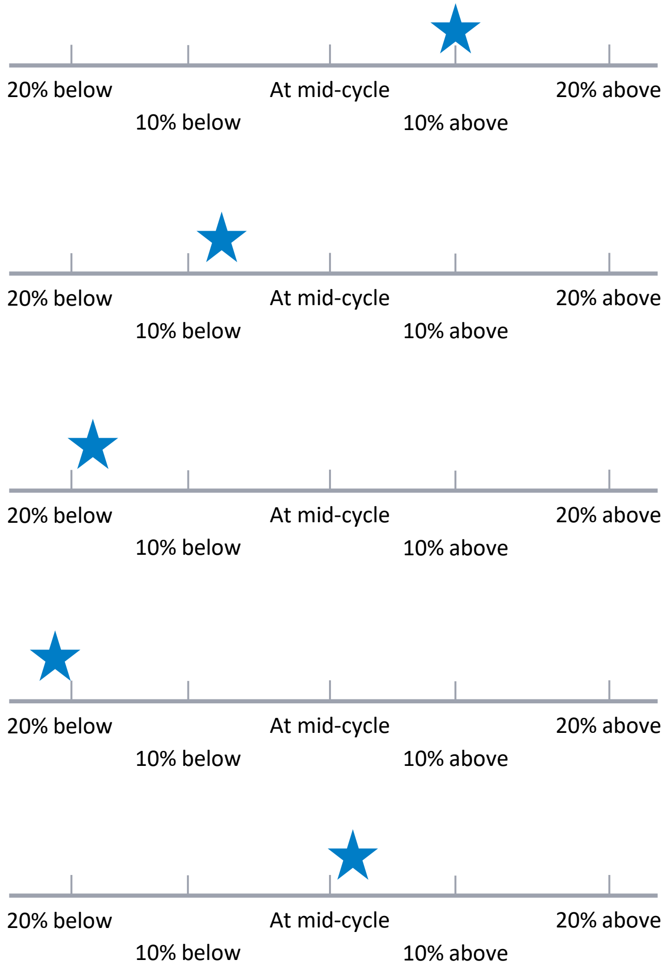


2020E based on midpoint of full-year guidance included in Earnings Release dated February 11, 2020

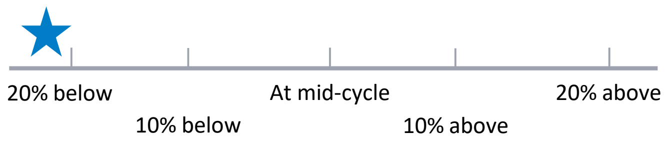
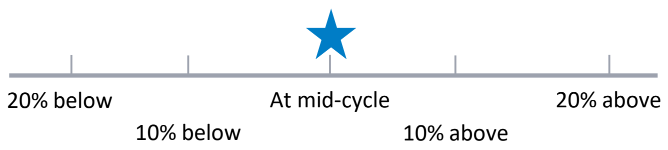
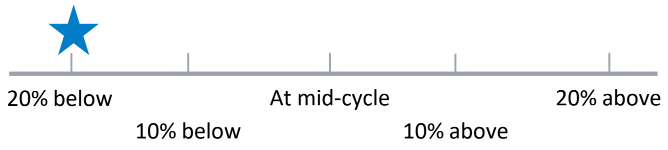
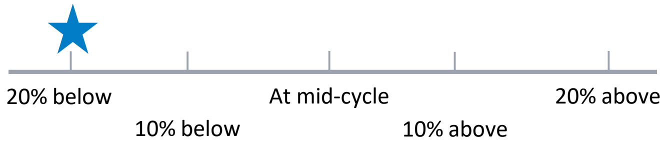
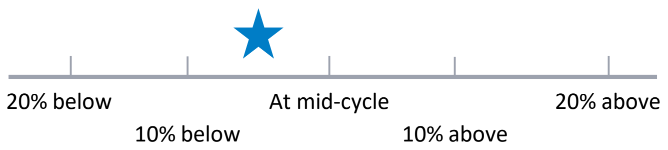
* Adjusted EBITDA reconciled to nearest GAAP measure on slide 19.

MACROECONOMIC DRIVERS SUPPORT CONTINUED EXPANSION OF CONSTRUCTION CYCLE

TOP 10 STATES *	MID-CYCLE AGGREGATES DEMAND	EST. POPULATION GROWTH 2020 - 2040	FISCAL HEALTH
TEXAS		35%	AAA
COLORADO		32%	AA
NORTH CAROLINA		20%	AAA
GEORGIA		20%	AAA
IOWA		7%	AAA



MACROECONOMIC DRIVERS SUPPORT CONTINUED EXPANSION OF CONSTRUCTION CYCLE

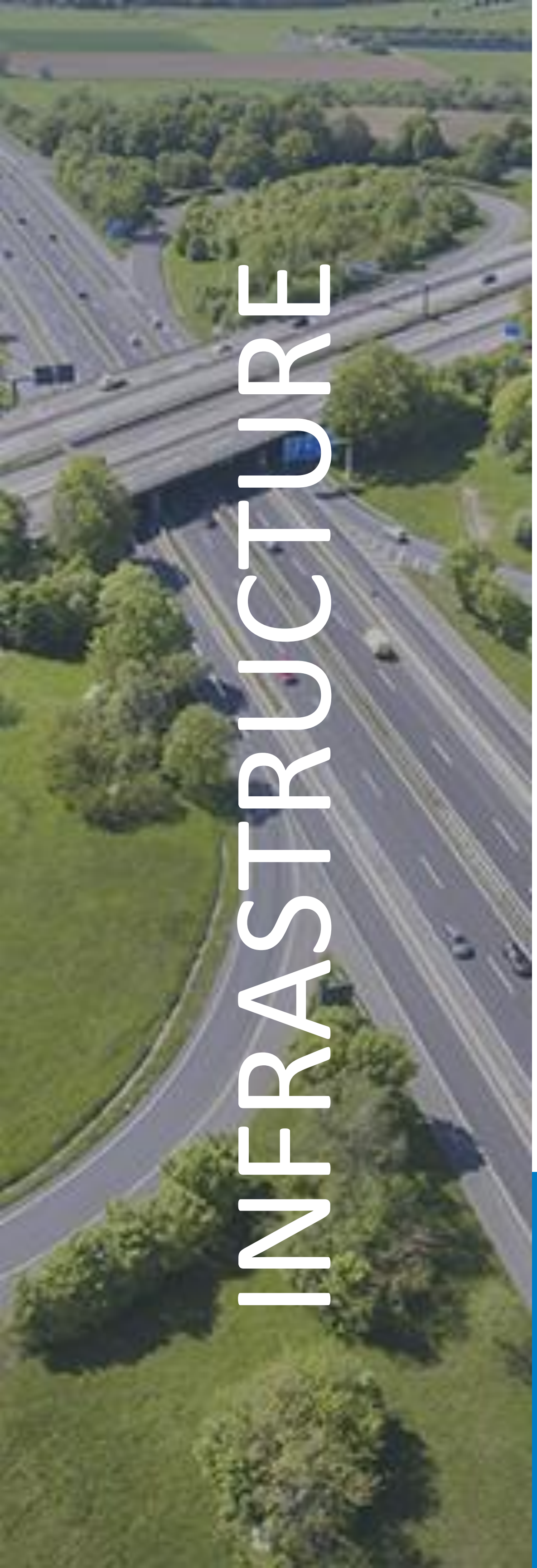
TOP 10 STATES *	MID-CYCLE AGGREGATES DEMAND	EST. POPULATION GROWTH 2020 - 2040	FISCAL HEALTH
FLORIDA		32%	AAA
SOUTH CAROLINA		23%	AA+
INDIANA		5%	AAA
MARYLAND		11%	AAA
NEBRASKA		12%	AAA

* Martin Marietta's top 10 sales-generating states based on 2019 Building Materials product revenues by state of destination

Management calculation based on aggregates consumption per capita multiplied by estimated state population

Sources: Weldon Cooper Center for Public Service, Demographics Research Group (December 2018)

U.S. State Ratings and Outlooks November 7, 2019 Source: S&P Global



MAKING NEEDED INFRASTRUCTURE INVESTMENT DRIVES ECONOMIC GROWTH

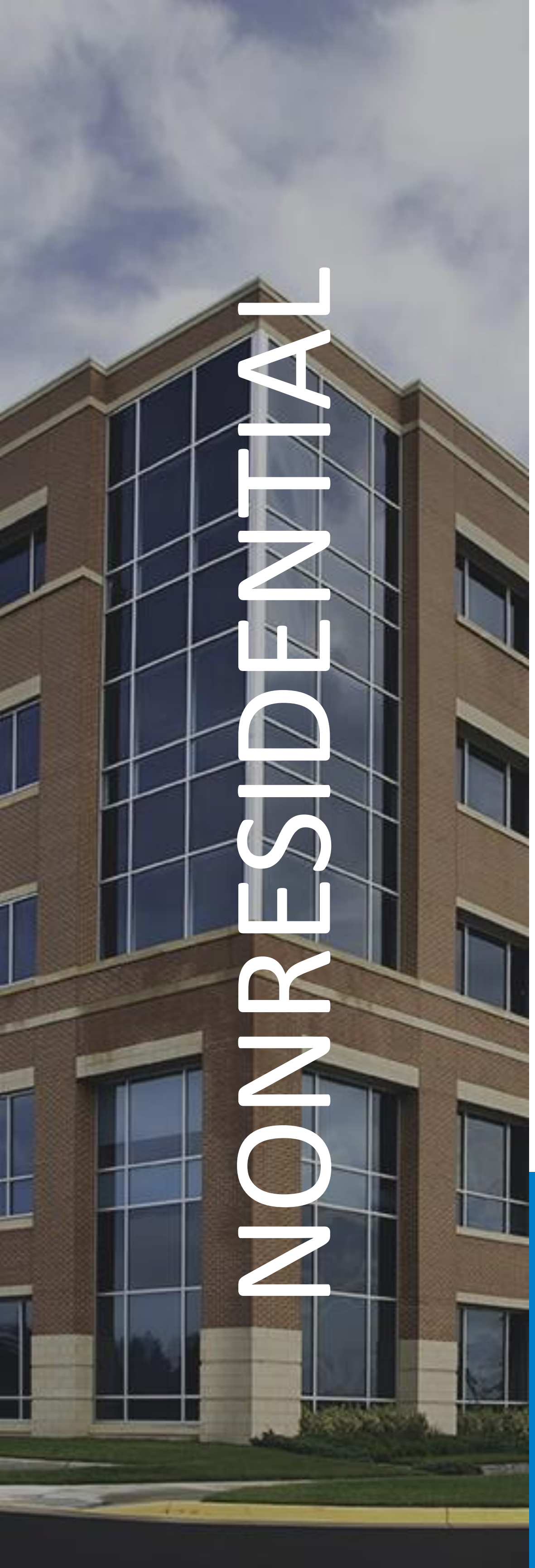
Martin Marietta

Undeniable need to **RESTORE AND MODERNIZE OUR NATION'S INFRASTRUCTURE** exists.

Construction activity should benefit from the **STATE LETTINGS AND CONTRACT AWARDS** in key Martin Marietta states, **STRONG FEDERAL AND STATE FUNDING LEVELS** and proposed regulatory reform.

Dodge Data & Analytics forecasts a **POSITIVE OUTLOOK FOR AGGREGATES-INTENSIVE HIGHWAYS AND STREETS** construction in 2020.

2020
OUTLOOK



COMMERCIAL AND HEAVY INDUSTRIAL ACTIVITY REMAINS HEALTHY

COMMERCIAL CONSTRUCTION ACTIVITY SHOULD GROW, particularly in Martin Marietta's southeastern and southwestern regions.

Continued federal regulatory approvals, coupled with final investment decisions, should notably contribute to **INCREASED HEAVY BUILDING MATERIALS CONSUMPTION FROM NEW ENERGY-RELATED PROJECTS**, a significant demand driver in Texas.

2020 OUTLOOK

RESIDENTIAL CONSTRUCTION CONTINUES TO GROW

Residential construction **DRIVES FUTURE NONRESIDENTIAL AND INFRASTRUCTURE ACTIVITY**.

Outlook remains **POSITIVE FOR MARTIN MARIETTA'S KEY MARKETS**, supported by favorable demographics, job growth, land availability, attractive interest rates and efficient permitting.

MARTIN MARIETTA'S TOP TEN STATES ARE OUTPACING THE NATION for growth in housing unit permits.

2020 OUTLOOK

APPENDIX

DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

Adjusted EBITDA, defined as earnings before interest, income taxes, depreciation, depletion and amortization, the noncash earnings/loss from nonconsolidated equity affiliates, the impact of Bluegrass Materials Company (Bluegrass) acquisition-related expenses, net, the impact of selling acquired inventory after the markup to fair value as part of acquisition accounting, and the asset and portfolio rationalization charge, 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 generally accepted accounting principles and, as such, should not be construed as an alternative to earnings from operations, net earnings or operating cash flow.

	Quarter End		Full Year			
($ in thousands)	2019	2018	2020E*	2019	2018	2017
NET EARNINGS ATTRIBUTABLE TO MARTIN MARIETTA	**$ 131,014**	**$ 94,378**	**$ 712,500**	**$ 611,915**	**$ 469,998**	**$ 713,342**
Add back:						
Interest expense	30,584	33,542	122,500	128,950	137,069	91,487
Income tax expense (benefit) for controlling interests	25,256	21,567	190,000	136,275	105,637	(94,401)
Depreciation, depletion and amortization and noncash earnings/loss from nonconsolidated equity affiliates	91,926	88,162	375,000	377,409	328,390	282,412
Impact of selling acquired inventory after its markup to fair value as part of acquisition accounting	-	222	-	-	18,738	-
Bluegrass acquisition-related expenses, net	-	554	-	-	13,479	8,638
Asset and portfolio rationalization charge	-	11,725	-	-	18,838	-
ADJUSTED EBITDA	**$ 278,780**	**$ 250,150**	**$ 1,400,000**	**$ 1,254,549**	**$ 1,092,149**	**$ 1,001,478**

* 2020E based on midpoint of full-year guidance included in Earnings Release dated February 11, 2020

DEFINITIONS AND RECONCILIATIONS OF NON-GAAP FINANCIAL MEASURES

Adjusted gross profit represents a non-GAAP financial measure and excludes the impact of selling acquired inventory after its markup to fair value as part of acquisition accounting. Management presents this measure for investors and analysts to evaluate and forecast the Company's financial results, as the impact of selling acquired inventory after its markup to fair value as part of acquisition accounting is noncrecurring.

($ in thousands)	FULL YEAR 2018
GROSS PROFIT, in accordance with GAAP	**$ 966,577**
Impact of selling acquired inventory after the markup to fair value as part of acquisition accounting	18,738
ADJUSTED GROSS PROFIT	**$ 985,315**

THANK YOU FOR YOUR INTEREST IN MARTIN MARIETTA

FOR MORE INFORMATION, PLEASE VISIT WWW.MARTINMARIETTA.COM