

**MARTIN MARIETTA MATERIALS, INC.**

**Margin Reconciliations**

(Dollars in millions)

**Consolidated Gross Margin in Accordance with Generally Accepted Accounting Principles**

Gross profit  
Total revenues  
Gross margin

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
<u>\$ 147.1</u>	<u>\$ 145.3</u>
<u>\$ 843.9</u>	<u>\$ 788.8</u>
<u>17.4%</u>	<u>18.4%</u>

**Consolidated Gross Margin Excluding Freight and Delivery Revenues**

Gross profit  
Total revenues  
Less: Freight and delivery revenues  
Net sales  
Gross margin excluding freight and delivery revenues

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
<u>\$ 147.1</u>	<u>\$ 145.3</u>
<u>\$ 843.9</u>	<u>\$ 788.8</u>
<u>(52.2)</u>	<u>(54.8)</u>
<u>\$ 791.7</u>	<u>\$ 734.0</u>
<u>18.6%</u>	<u>19.8%</u>

**MARTIN MARIETTA MATERIALS, INC.**  
**Margin Reconciliations**  
(Dollars in millions)

**Building Materials Business Gross Margin in Accordance with Generally Accepted Accounting Principles**

Gross profit  
Total revenues  
Gross margin

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
\$ 125.2	\$ 126.3
<u>\$ 775.3</u>	<u>\$ 724.6</u>
<u>16.1%</u>	<u>17.4%</u>

**Building Materials Business Gross Margin Excluding Freight and Delivery Revenues**

Gross profit  
Total revenues  
Less: Freight and delivery revenues  
Net sales  
Gross margin excluding freight and delivery revenues

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
\$ 125.2	\$ 126.3
\$ 775.3	\$ 724.6
(46.9)	(50.1)
<u>\$ 728.4</u>	<u>\$ 674.5</u>
<u>17.2%</u>	<u>18.7%</u>

**MARTIN MARIETTA MATERIALS, INC.**  
**Margin Reconciliations**  
(Dollars in millions)

**Magnesia Specialties Business Gross Margin in Accordance with Generally Accepted Accounting Principles**

Gross profit  
Total revenues  
Gross margin

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
\$ 22.3	\$ 23.0
\$ 68.6	\$ 64.2
32.5%	35.8%

**Magnesia Specialties Business Gross Margin Excluding Freight and Delivery Revenues**

Gross profit  
Total revenues  
Less: Freight and delivery revenues  
Net sales  
Gross margin excluding freight and delivery revenues

<b>Three Months Ended</b>	
<b>March 31,</b>	
<b>2017</b>	<b>2016</b>
\$ 22.3	\$ 23.0
\$ 68.6	\$ 64.2
(5.3)	(4.7)
\$ 63.3	\$ 59.5
35.3%	38.6%