

**Martin Marietta Materials, Inc.**  
**Margin Reconciliations**

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

(\$ in thousands)

	Three Months Ended September 30		Nine Months Ended September 30	
	2011	2010	2011	2010
Gross profit	\$ 111,465	\$ 113,809	\$ 229,058	\$ 251,148
Total revenues	\$ 534,756	\$ 509,401	\$ 1,384,215	\$ 1,354,974
Gross margin	20.8%	22.3%	16.5%	18.5%

**Gross Margin Excluding Freight and Delivery Revenues**

(\$ in thousands)

	Three Months Ended September 30		Nine Months Ended September 30	
	2011	2010	2011	2010
Gross profit	\$ 111,465	\$ 113,809	\$ 229,058	\$ 251,148
Total revenues	\$ 534,756	\$ 509,401	\$ 1,384,215	\$ 1,354,974
Less: Freight and delivery revenues	(70,771)	(65,692)	(187,284)	(172,920)
Net sales	\$ 463,985	\$ 443,709	\$ 1,196,931	\$ 1,182,054
Gross margin excluding freight and delivery revenues	24.0%	25.6%	19.1%	21.2%

**Operating Margin in Accordance with Generally Accepted Accounting Principles**

(\$ in thousands)

	Three Months Ended September 30		Nine Months Ended September 30	
	2011	2010	2011	2010
Earnings from operations	\$ 78,999	\$ 83,854	\$ 135,883	\$ 161,664
Total revenues	\$ 534,756	\$ 509,401	\$ 1,384,215	\$ 1,354,974
Operating margin	14.8%	16.5%	9.8%	11.9%

**Operating Margin Excluding Freight and Delivery Revenues**

(\$ in thousands)

	Three Months Ended September 30		Nine Months Ended September 30	
	2011	2010	2011	2010
Earnings from operations	\$ 78,999	\$ 83,854	\$ 135,883	\$ 161,664
Total revenues	\$ 534,756	\$ 509,401	\$ 1,384,215	\$ 1,354,974
Less: Freight and delivery revenues	(70,771)	(65,692)	(187,284)	(172,920)
Net sales	\$ 463,985	\$ 443,709	\$ 1,196,931	\$ 1,182,054
Operating margin excluding freight and delivery revenues	17.0%	18.9%	11.4%	13.7%