MARTIN MARIETTA MATERIALS INC Form 425 December 12, 2011

Martin Marietta's Proposed Combination with Vulcan Materials December 12, 2011 FILED

BY**MARTIN MARIETTA** MATERIALS, INC. **PURSUANT** TO **RULE** 425 **UNDER** THE **SECURITIES ACT** OF 1933 **AND DEEMED FILED PURSUANT** TO **RULE** 14a-12 **UNDER** THE **SECURITIES EXCHANGE ACT** OF 1934 **SUBJECT** COMPANY: **VULCAN MATERIALS COMPANY COMMISSION FILE** 

NO. 001-33841

Rock Solid Fundamentals. Positioned for the Long Term.



The Martin Marietta and Vulcan Materials Combination: Background to the Proposal

Due to the strong industrial logic of a potential combination, Martin Marietta and Vulcan Materials began discussions in 2002

Since these initial discussions, both companies have had periodic conversations, which intensified in early 2010; unfortunately the dialogue has recently broken down

We

continue

to

believe

this

is

a

very

compelling

combination

that

will

create significant value for both sets of shareholders

this is what we will

discuss with you today

As a result, we have decided to involve the stakeholders of both companies so that they can evaluate the strategic and financial merits of a combination

We encourage you to review the Form S-4 filed by Martin Marietta today for the full background on the history of the discussions MARTIN MARIETTA MATERIALS

Martin Marietta s Strategies for Success 3 Consistent and disciplined execution of business fundamentals

+

Leverage best-in-class locations and teams

+

Strong distribution network

+

Disciplined expansion

+

Appropriate organic capital investment

+

Committed to returning value to shareholders
Our strategic principles have positioned us for this compelling combination
MARTIN MARIETTA MATERIALS

cost management

financial strength and flexibility

pricing performance

Compelling Combination of Two Highly Complementary Businesses 4 Vulcan Materials Nova Scotia

Total Reserves

(billions of tons)

Number of Facilities **Total Reserves** (billions of tons) Number of Facilities 2010 Shipments (millions of tons) 2010 Net Sales (\$mm) 2010 Net Sales (\$mm) 2010 Shipments (millions of tons) Note 1: As of December 12, 2011. 13.6 1 315 \$1,551 130 14.7 317 \$2,406 148 Bahamas Yucatan Peninsula Bahamas WA NV UT WYCO NE KS OK TXMN IA MO AR WI IN OHWVVANC SC TN

MS AL

GA

FL

LA

CA

AZ

TX

LA

AR

MS

AL

GA

FL

TN

SC

NC

VA

KY

IL

WI

PA

Yucatan

Peninsula

Bahamas

MD

MD

DE

MARTIN MARIETTA MATERIALS

MARTIN MARIETTA MATERIALS

Combined Company Will Have the Most Extensive
Aggregates Footprint
5
Combined company has extensive geographic coverage and diversity
States with Martin Marietta locations
States with Vulcan Materials locations
States

with both companies locations Locations served by Martin Marietta WANVUT WYCO NE KS OK TXMN IΑ MO ARWIIN OH WVMD VANC SCTNMS ALGA FL PA KY ILLA NM AZCA DE Nova Scotia Bahamas Yucatan Peninsula OR ID MT

SD ND VT NY

NH RI ME NJ

MI Note 1:

Fiscal year 2010 annual shipments measured in millions of short tons and based on publicly available information. Excludes de Note 2:

Martin Marietta includes shipments from Nova Scotia and the Bahamas which are primarily used to service the U.S.

Note 3:

Vulcan includes shipments from the Yucatán Peninsula and the Bahamas.

Note 4:

Heidelberg reports North American aggregates volumes, which includes production sites in western Canada.

Source:

Company filings

U.S. aggregates producers

(by shipments) 1

CT

MA

MARTIN MARIETTA MATERIALS

U.S.
Global
6
Aggregates shipments by tonnage
Creates the #1 Aggregates Company in the U.S. and
Globally
Note:

Fiscal year 2010 annual shipments measured in millions of short tons and based on publicly available information. Excludes d

Note 1:

Vulcan includes shipments from the Yucatán Peninsula and the Bahamas.

Note 2:

Martin Marietta includes shipments from Nova Scotia and the Bahamas which are primarily used to service the U.S.

Note 3:

Heidelberg reports North American aggregates volumes, which includes production sites in Western Canada.

Source:

Company filings

Combination creates the must own

U.S. heavy building materials stock

MARTIN MARIETTA MATERIALS

Significant Shareholder Value Creation Estimated \$200 -\$250 million in annual synergies Meaningful dividend Balance sheet well-

positioned for
cyclical recovery
and growth
Significant
shareholder
value creation
Efficiencies gained
from size and scale
Continued focus on
operational
excellence
Stronger platform
for long-term growth
7
MARTIN MARIETTA MATERIALS

31% Value creation
(~\$1.3 billion)
58% ownership²
Compelling Industrial Logic Drives Value Creation for All Shareholders
8
Note 1:

Assumes \$225 million run-rate synergies at estimated cycle-average EBITDA multiple of 10.0x, less \$225 million after-tax co Note 2:

Assumes an exchange ratio of 0.50 Martin Marietta shares per Vulcan Materials common share representing 15% and 18% pre respectively as of December 9, 2011.

Source:

Capital IQ, company filings

Capitalized

synergy

value

represents

23%

29%

of

combined current equity value

20% Value creation

(~\$0.7 billion)

42% ownership<sup>2</sup>

(\$ in billions)

\$9.8B

**Vulcan Materials** 

**Vulcan Materials** 

Martin Marietta

Synergies1

Martin Marietta

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Realization of \$200 -250M in Annual Cost Synergies 9 Improved purchasing efficiencies from greater scale

Goods and services

Distribution network
Realization of cost synergies creates significant shareholder value
\$50
60M
\$50
60M
\$100

Duplicative operating functions

130M

Realigned organizational structure

Management, facility, sales force and production overhead integration
Duplicative SG&A functions

Management, facility, corporate overhead and information technology integration

Public company costs Realization and cost to achieve

Synergies expected to be realized over two to three years

One-time costs to achieve synergies expected to be equal to one times run-rate synergies
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Driven By Demonstrated Cost Management Ability

10

Annual

SG&A

as

a

%

of Net Sales 2007 2011 YTD Annual SG&A as a % of Net Sales Martin Marietta: 8.4% Vulcan Materials: 11.2% Note 1: Vulcan s SG&A excludes R&D expense. Please see SG&A reconciliation in appendix. Source: Company filings Martin Marietta's consistent cost discipline is expected to generate significant synergies when applied to Vulcan Materials cost structure 1 MARTIN MARIETTA MATERIALS

MARTIN MARIETTA MATERIALS
Expectation to Pay a Meaningful Dividend
Martin Marietta (\$)
Vulcan Materials (\$)
11
Vulcan
Materials

recently cut its quarterly

dividend to \$0.01 per share **Vulcan Materials** shareholders will receive Martin Marietta's \$1.60 per share annual dividend which translates to \$0.80 per Vulcan Materials share based on proposed exchange ratio Dividend paid per share 0.86 1.01 1.24 1.49 1.60 1.60 1.60 2005 2006 2007 2008 2009 2010 Q4 11E Annualized 1.16 1.48 1.84 1.96 1.48 1.00 0.04 1 2005 2006 2007 2008 2009 2010 Q4 11E Annualized Note: Q4 2011E represents the expected annualized dividend. Note 1: Reflects Vulcan Materials October 14, 2011 announcement to cut its quarterly dividend to \$0.01. Source: Company filings

Balance Sheet Well-Positioned for Cyclical Recovery and

Growth

12

Note 1:

Combined financials exclude fees and expenses associated with proposed combination.

Note 2:

Please see reconciliation of EBITDA in the appendix.

#### Note 3:

Assumes annual synergies of \$200-250 million, attributable to cost savings related to SG&A, duplicative operating functions, and purchasing economies of scale. Excludes divestitures.

#### Note 4:

Assumes combined company refinances \$100 million securitization facility due 2012 and the refinancing of both companies

credit facilities

Source:

Company filings

9/30/2011

(\$ millions)

Martin

Marietta

Vulcan

Materials

Combined

1

Cash

\$57

\$152

\$209

Debt

\$1,045

\$2,821

\$3,867

LTM Adj.

**EBITDA** 

\$350

\$301

\$851-\$901

3

Total Debt/

LTM Adj.

**EBITDA** 

3.0x

9.4x

4.5x

4.3x

Net Debt/

LTM Adj.

**EBITDA** 

2.8x

8.9x

4.3x -

4.1x

Our balance sheet will have

Sufficient liquidity

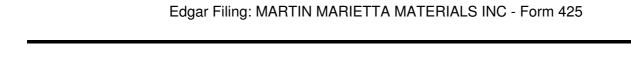
No maintenance-based

covenants

Minimal near-team

maturities
Combined near term
maturity schedule
4
Vulcan Materials debt
2
2
2
\$135
\$140
2012
2013
2014
\$0

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The Combination Provides Significant Scale Advantages

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Note:

As of September 30, 2011 unless otherwise noted.

Note 1:

Assumes annual run-rate cost synergies of \$200-250 million, attributable to cost savings related to SG&A, duplicative operating purchasing economies of scale. Excludes divestitures.

Note 2: Tonnages of reserves as of December 31, 2010. Note 3: Martin Marietta s facilities as of December 12, 2011. Note 4: Please see reconciliation of EBITDA in the appendix. Source: Company filings Martin Marietta Vulcan Materials Combined 1 **Total Reserves** (billions of tons) 13.6 14.7 28.3 Number of Facilities 3 315 317 632 Number of States Served 29 19 35 LTM Net Sales (\$ in millions) \$1,566 \$2,378 \$3,943 LTM Adj. EBITDA (\$ in millions) \$350 \$301 \$851

\$901

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Focus on Operational Excellence

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Note 1:

Martin Marietta's SG&A includes R&D expenses for comparative purposes.

Note 2:

Please see EBIT reconciliation in appendix.

Note 3:

Net income excludes discontinued operations.	Net	income	excludes	discontinued	operations.
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Note 4:

Calculated as Net Income over average shareholder s book value of equity in the period.

Note 5:

Comparable S&P returns were 32% over the last ten years. Total Returns incorporates the stock price appreciation and the val dividends

paid,

which

are

assumed

to

be

reinvested

in

the

stock.

As

of

12/09/2011.

Source:

Company filings; Bloomberg

MARTIN MARIETTA MATERIALS

Provides an Enhanced Platform For Long-Term Growth U.S. aggregates estimated market share 15 ~15% combined market share Note:

Market share as of December 31, 2010.

Note 1: Based on U.S. aggregates shipments. Excludes divestitures. Vulcan includes shipments from the Yucatán Peninsula and the Bahamas. Note 3: Martin Marietta includes shipments from Nova Scotia and the Bahamas which are primarily used to service the U.S. Note 4: Heidelberg reports North American aggregates volumes, which includes production sites in western Canada. Source: Company filings, USGS 2 3 4 MARTIN MARIETTA MATERIALS Vulcan Materials 7% Martin Marietta 7% **CRH 6%** HeidelbergCement 6% Lafarge 3% Cemex 2%

Enhanced future growth opportunities in a fragmented market

Others 69%

Key Terms of the Proposed Transaction 16 MARTIN MARIETTA MATERIALS Consideration

Stock-for-stock, tax free exchange of 0.50 Martin Marietta

shares of common stock for each Vulcan Materials share of common stock
Premium to Vulcan
Materials
Shareholders

15% and 18% premiums to the average exchange ratio during the 10 and 30 day periods ended December 9, 2011 Ownership

Vulcan Materials shareholders to own 58%; Martin Marietta shareholders to own 42%
Leadership of
Combined Company

Don James as Chairman of Board of Directors

Ward Nye as CEO & President

Other executives selected from both companies Other

Seeks approval of Vulcan Board of Directors

#### MARTIN MARIETTA MATERIALS

Martin Marietta s Steps to Advance Transaction Delivered a letter today to Vulcan Materials outlining the terms of Martin Marietta's proposal for a business combination with Vulcan Materials Commenced an exchange offer for all outstanding Vulcan Materials shares of common stock

Intend to nominate five independent directors at Vulcan Materials

### 2012

annual meeting to serve on Vulcan Materials

Board

Commenced civil actions earlier today in Delaware Chancery Court and

New Jersey state court

#### seeks

to

ensure

that

Vulcan

Materials

shareholders

have

the

opportunity

to

assess Martin Marietta's proposal

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Highlights of the Proposed Transaction

Combination creates a U.S.-based company that is the global aggregates leader

establishes a world-class U.S.-based company

significantly increases scale

complementary geographic footprint

Estimated annual run-rate cost synergies of \$200 \$250 million

Outstanding combined asset base including 28 billion tons of mineral reserves

Combined company has greater growth opportunities than either standalone

Creates significant value for both sets of shareholders over both the short and long term

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MARTIN MARIETTA MATERIALS

Appendix 19

MARTIN MARIETTA MATERIALS
Martin Marietta EBITDA & EBIT Reconciliation
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(dollars in millions)
LTM
For the Year Ended December 31,
9/30/2011

```
2010
2009
2008
2007
Net earnings attributable to entity
              82.3
$
$
              97.0
$
               5.5
$
             176.3
             262.7
Add back:
Interest expense
62.2
68.5
73.5
74.3
60.9
Income tax expense for controlling interests
22.9
29.3
27.4
77.3
116.6
Depreciation, depletion and amortization expense
173.7
179.9
177.7
169.8
150.4
EBITDA
$
$
$
$
$
Adjusted for:
Legal settlement
11.9
Reversal of excess legal reserve
(5.0)
Nonrecurring reduction in workforce charge
```

42

```
5.4
Charge for early retirement benefit
2.8
(Gain) loss on sales of assets
(4.1)
(4.5)
3.0
(12.8)
Transaction costs
4.1
1.2
2.2
3.6
Settlement expense for pension plan
2.8
3.5
2.8
0.7
Asset writeoffs
3.3
Other nonoperating (income) expense
2.2
0.2
(1.1)
2.0
(7.3)
Pretax gain on discontinued operations
(0.4)
(0.3)
(0.5)
(10.1)
(3.7)
Income attributable to noncontrolling interests
1.4
1.7
```

2.8

```
3.7
0.9
Adjusted EBITDA
$
$
$
$
Less:
Depreciation, depletion and amortization expense
173.7
179.9
177.7
169.8
150.4
Adjusted EBIT
$
$
$
$
$
341.1
374.7
364.1
497.7
590.6
349.9
371.5
382.4
495.6
581.2
176.2
191.6
204.7
325.8
430.8
```

Vulcan Materials EBITDA & EBIT Reconciliation 21 (dollars in millions)
LTM
For the Year Ended December 31, 9/30/2011 2010

```
2009
2008
2007
Net (loss) earnings
(89.9)
(96.5)
30.3
0.9
450.9
Add back:
Interest expense
210.0
180.7
173.0
169.7
41.6
Income tax (benefit) expense
(72.6)
(85.7)
(30.1)
70.1
197.2
Depreciation, depletion and amortization expense
366.6
382.1
394.6
389.1
271.5
Goodwill impairment
52.7
EBITDA
414.1
80.6
567.8
882.5
961.2
Adjusted for:
Legal settlement
40.0
Recovery for legal settlement
(46.4)
```

```
Legal expense
3.0
3.0
Transaction expenses
Gain on sales of assets
(53.9)
(59.3)
(27.1)
(94.2)
(58.7)
Asset writeoffs
9.2
8.5
10.5
Accretion expense for asset retirement obligations
(8.3)
(8.6)
(8.8)
(7.1)
(5.9)
Other nonoperating (income) expense
1.1
(3.1)
(5.3)
4.4
5.3
(Earnings) loss on discontinued operations, net of tax
(9.1)
(10.0)
(19.5)
4.1
19.3
Income attributable to noncontrolling interests
```

```
0.2
Adjusted EBITDA
300.5
51.8
515.6
800.1
921.5
Less:
Depreciation, depletion and amortization expense
66.6
82.1
394.6
89.1
271.5
Adjusted EBIT
(66.1)
(30.3)
121.0
411.0
650.0
$
$
$$$$$$$$$$$$$$$$$$
$
MARTIN MARIETTA MATERIALS
```



## MARTIN MARIETTA MATERIALS

Vulcan Materials SG&A Reconciliation

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Note:

Vulcan Materials does not provide interim disclosures of R&D in quarterly financial statements. Vulcan Materials LTM and Y last five years.

(dollars in millions)

```
For the Year Ended December 31,
YTD
LTM
2010
2009
2008
2007
9/30/2011
9/30/2011
SG&A, as reported
$
     327.5
$
      321.6
$
     342.6
$
     289.6
$
            221.3
$
          301.4
R&D expense, as disclosed in notes to financials
1.6
1.5
1.5
1.6
1.2
1.6
Adjusted SG&A
$
     326.0
$
      320.1
$
     341.0
$
     288.0
$
220.1
$
          299.8
Net Sales
   2,405.9
$
     2,543.7
$
  3,453.1
$
   3,090.1
$
         1,828.7
$
        2,377.6
Adjusted SG&A as Percentage of Net Sales
13.5%
12.6%
9.9%
9.3%
12.0%
12.6%
```



# Forward-Looking Statements

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This presentation may include "forward-looking statements." Statements that include words such as "anticipate," "expect," "shoof similar meaning in connection with future events or future operating or financial performance are often used to identify forward in this presentation, other than those relating to historical information or current conditions, are forward-looking statements. The subject to a number of risks and uncertainties, many of which are beyond Martin Marietta's control, which could cause actual restatements. Risks and uncertainties relating to the proposed transaction with Vulcan Materials include, but are not limited to: Vulcan Materials include in the proposed transaction with Vulcan Materials include in the proposed trans

Martin Marietta's proposal and enter into a definitive transaction agreement reasonably satisfactory to the parties; Martin Marie antitrust and other approvals on the proposed terms and schedule; uncertainty as to the actual premium that will be realized by connection with the proposed transaction; uncertainty of the expected financial performance of the combined company following transaction; Martin Marietta's ability to achieve the cost-savings and synergies contemplated by the proposed transaction withi Marietta's ability to promptly and effectively integrate the businesses of Vulcan Materials and Martin Marietta; a downgrade o indebtedness, which could give rise to an obligation to redeem Vulcan Materials existing indebtedness; the potential implicat with respect to Vulcan Materials, Martin Marietta and/or the combined company, including potentially requiring an offer to reexisting debt; the implications of the proposed transaction on certain of Martin Marietta s and Vulcan Materials employee be proposed transaction making it more difficult to maintain relationships with customers, employees or suppliers. Additional risk limited to: the performance of the United States economy; decline in aggregates pricing; the inability of the U.S. Congress to p discontinuance of the federal gasoline tax or other revenue related to infrastructure construction; the level and timing of federa including federal stimulus projects; the ability of states and/or other entities to finance approved projects either with tax revenu levels of construction spending in the markets that Martin Marietta and Vulcan Materials serve; a decline in the commercial co construction market, notably office and retail space; a slowdown in residential construction recovery; unfavorable weather con hurricane activity, the late start to spring or the early onset of winter and the impact of a drought or excessive rainfall in the ma Vulcan Materials; the volatility of fuel costs, particularly diesel fuel, and the impact on the cost of other consumables, namely belts; continued increases in the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability, notably barge availability on the cost of other repair and supply parts; transportation availability on the cost of other repair and supply parts; transportation availability on the cost of other repair and supply parts. availability of railcars and locomotive power to move trains to supply Martin Marietta's and Vulcan Materials' long haul distrib costs, including increases from higher passed-through energy and other costs to comply with tightening regulations as well as l shipments; availability and cost of construction equipment in the United States; weakening in the steel industry markets served products; inflation and its effect on both production and interest costs; Martin Marietta s ability to successfully integrate acqui and in a cost-effective manner and achieve anticipated profitability to maintain compliance with Martin Marietta's leverage rat the interpretation of such laws and/or administrative practices that would increase Martin Marietta's and/or Vulcan Materials' t debt covenant if price and/or volumes return to previous levels of instability; a potential downgrade in the rating of Martin Ma downward pressure on Martin Marietta's or Vulcan Materials' common stock price and its impact on goodwill impairment eval the construction materials industry; the impact of future regulatory or legislative actions; the outcome of pending legal proceed long-term debt and interest expense incurred; changes in interest rates; volatility in pension plan asset values which may requir the impact of environmental clean-up costs and liabilities relating to previously divested businesses; the ability to secure and p located areas; exposure to residential construction markets; and the impact on the combined company (after giving effect to the Materials) of any of the foregoing risks, as well as other risk factors listed from time to time in Martin Marietta's and Vulcan N The foregoing review of important factors should not be construed as exhaustive and should be read in conjunction with the otincluded elsewhere, including the Risk Factors section of the Registration Statement and our most recent reports on Form 10-K of Martin Marietta and Vulcan Materials filed with the Securities and Exchange Commission. Any forward-looking statement their entirety by these cautionary statements, and there can be no assurance that the actual results or developments anticipated substantially realized, that they will have the expected consequences to, or effects on, us or our business or operations. Except law, we undertake no obligation to update publicly or revise any forward-looking statement, whether as a result of new inform MARTIN MARIETTA MATERIALS



# Important Additional Information

This presentation relates to the Exchange Offer by Martin Marietta to exchange each issued and outstanding share of common of Martin Marietta common stock. This presentation is for informational purposes only and does not constitute an offer to exc exchange, shares of Vulcan Materials common stock, nor is it a substitute for the Tender Offer Statement on Schedule TO or the exchange included in the Registration Statement on Form S-4 (the

#### Registration Statement

) (including the letter of transmittal and related documents and as amended

and supplemented from time to time, the Exchange Offer Documents ) filed by Martin Marietta on December 12, 2011 with not yet become effective. The Exchange Offer will be made only through the Exchange Offer Documents. **Investors and secu** Exchange Offer Documents and all other relevant documents that Martin Marietta has filed or may file with the SEC if and who they contain or will contain important information.

Martin Marietta may file a proxy statement on Schedule 14A and other relevant documents with the SEC in connection with the Materials Meeting Proxy Statement ) for the 2012 annual meeting of Vulcan Materials shareholders (the Vulcan Materials M proxy statement on Schedule 14A and other relevant documents with the SEC in connection with its solicitation of proxies for (the Martin Marietta Meeting ) to approve, among other things, the issuance of shares of Martin Marietta common stock pursual Marietta Meeting Proxy Statement ). **Investors and security holders are urged to read the Vulcan Materials Meeting Prox** Meeting Proxy Statement and other relevant materials if and when they become available because they will contain important All documents referred to above, if filed, will be available free of charge at the SEC s website (www.sec.gov) or by directing a 757-5404 (banks and brokers may call (800) 662-5200).

Martin Marietta, certain of its directors and officers and the individuals expected to be nominated by Martin Marietta for electic may be deemed participants in any solicitation of proxies from Vulcan Materials shareholders for the Vulcan Materials Meeting thereof. Martin Marietta and certain of its directors and officers may be deemed participants in any solicitation of proxies from Martin Marietta Meeting or any adjournment or postponement thereof. Information about Martin Marietta and Martin Marietta description of their direct and indirect interests, by security holdings or otherwise, is available in the proxy statement for Martin Shareholders, filed with the SEC on April 8, 2011, and the Registration Statement. Information about any other participants, in indirect interests, by security holdings or otherwise, will be included in the Vulcan Materials Meeting Proxy Statement, the Material Martin Marietta anticipates that Martin Marietta may file with the SEC in connection the foregoing matters, as applicated Martin Marietta anticipates that some divestitures may be required in connection with the regulatory approval process. The first the combined operations of Martin Marietta and Vulcan Materials, but do not reflect the impact of any divestitures that may be MARTIN MARIETTA MATERIALS