



4Q 2022

SUPPLEMENTAL INFORMATION
FEBRUARY 16, 2023

Safe Harbor and Non-GAAP Financial Measures

This presentation contains forward-looking statements. Statements that are not historical fact, including statements about Vulcan's beliefs and expectations, are forward-looking statements. Generally, these statements relate to future financial performance, results of operations, business plans or strategies, projected or anticipated revenues, expenses, earnings (including EBITDA and other measures), dividend policy, shipment volumes, pricing, levels of capital expenditures, intended cost reductions and cost savings, anticipated profit improvements and/or planned divestitures and asset sales. These forward-looking statements are sometimes identified by the use of terms and phrases such as "believe," "should," "would," "expect," "project," "estimate," "anticipate," "intend," "plan," "will," "can," "may" or similar expressions elsewhere in this document. These statements are subject to numerous risks, uncertainties, and assumptions, including but not limited to general business conditions, competitive factors, pricing, energy costs, and other risks and uncertainties discussed in the reports Vulcan periodically files with the SEC. Forward-looking statements are not guarantees of future performance and actual results, developments, and business decisions may vary significantly from those expressed in or implied by the forward-looking statements. The following risks related to Vulcan's business, among others, could cause actual results to differ materially from those described in the forward-looking statements: general economic and business conditions; a pandemic, epidemic or other public health emergency, such as the COVID-19 outbreak; Vulcan's dependence on the construction industry, which is subject to economic cycles; the timing and amount of federal, state and local funding for infrastructure; changes in the level of spending for private residential and private nonresidential construction; changes in Vulcan's effective tax rate; the increasing reliance on information technology infrastructure, including the risks that the infrastructure does not work as intended, experiences technical difficulties or is subjected to cyber-attacks; the impact of the state of the global economy on Vulcan's businesses and financial condition and access to capital markets; international business operations and relationships, including recent actions taken by the Mexican government with respect to Vulcan's property and operations in that country; the highly competitive nature of the construction industry; the impact of future regulatory or legislative actions, including those relating to climate change, biodiversity, land use, wetlands, greenhouse gas emissions, the definition of minerals, tax policy and domestic and international trade; the outcome of pending legal proceedings; pricing of Vulcan's products; weather and other natural phenomena, including the impact of climate change and availability of water; availability and cost of trucks, railcars, barges and ships as well as their licensed operators for transport of Vulcan's materials; energy costs; costs of hydrocarbon-based raw materials; healthcare costs; labor relations, shortages and constraints; the amount of long-term debt and interest expense incurred by Vulcan; changes in interest rates; volatility in pension plan asset values and liabilities, which may require cash contributions to the pension plans; the impact of environmental cleanup costs and other liabilities relating to existing and/or divested businesses; Vulcan's ability to secure and permit aggregates reserves in strategically located areas; Vulcan's ability to manage and successfully integrate acquisitions; the effect of changes in tax laws, guidance and interpretations; significant downturn in the construction industry may result in the impairment of goodwill or long-lived assets; changes in technologies, which could disrupt the way Vulcan does business and how Vulcan's products are distributed; the risks of open pit and underground mining; expectations relating to environmental, social and governance considerations; claims that our products do not meet regulatory requirements or contractual specifications; and other assumptions, risks and uncertainties detailed from time to time in the reports filed by Vulcan with the SEC. All forward-looking statements in this communication are qualified in their entirety by this cautionary statement. Vulcan disclaims and does not undertake any obligation to update or revise any forward-looking statement in this document except as required by law.

This presentation contains certain non-GAAP financial terms, which are defined in the Appendix. Reconciliations of non-GAAP terms to the closest GAAP terms are also provided in the Appendix.

Because GAAP financial measures on a forward-looking basis are not accessible, and reconciling information is not available without unreasonable effort, we have not provided reconciliations for forward-looking non-GAAP measures. For the same reasons, we are unable to address the probable significance of the unavailable information, which could be material to future results.

2022 Highlights

Pricing momentum and solid operational execution drove strong results

Strong top-line growth driven by organic growth and strategic acquisitions

\$7.3B

+32%

Total Revenues

Operating disciplines and pricing actions overcome inflationary pressures

\$1.626B

+12%

Adjusted EBITDA*

Vulcan Way of Selling and Operating underpin strong execution

\$1.408B

+9%

Aggregates Gross Profit

Aggregates is a price/cost winner

\$7.83

+5%

Aggregates Cash Gross Profit per Ton*

Financial strength and flexibility to sustain and grow

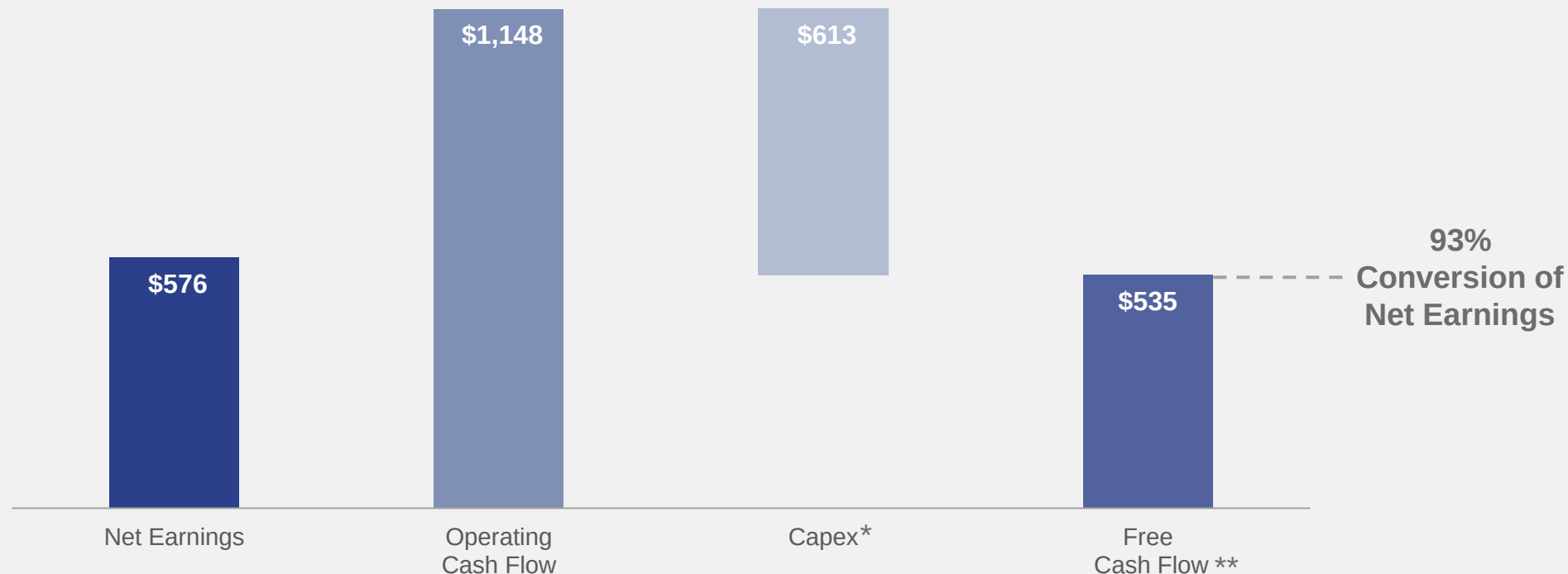
2.3X

Net Debt to Adjusted EBITDA*

*Non-GAAP measure. See appendix for reconciliation.

2022 Highlights

Effective cost control and flexible production plans resulted in strong cash conversion despite continued pandemic-related disruptions, inflationary pressures and labor constraints



Amounts in millions

*Capex includes growth and capacity-adding projects; figures represent cash spending and exclude accruals.

**Non-GAAP measure.

4Q 2022 Key Performance Indicators – Aggregates

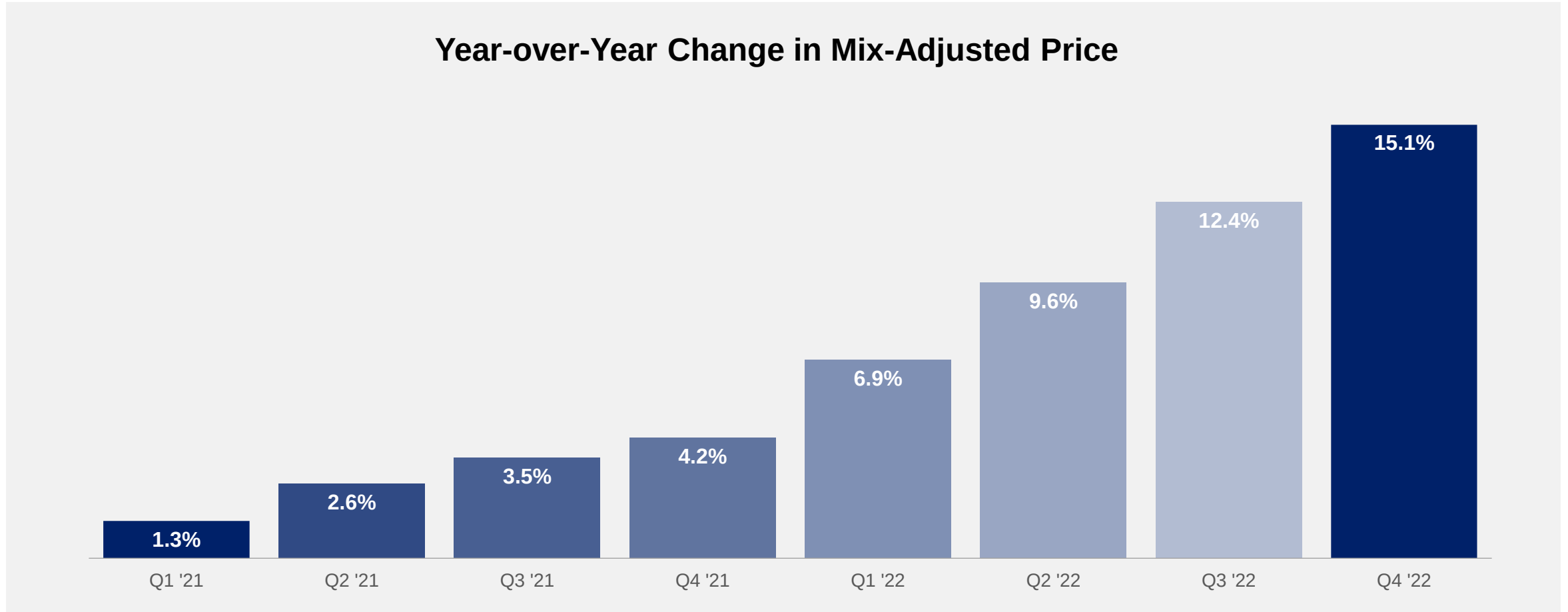
Double-digit price growth and strong operational performance more than offset cost inflation



*Non-GAAP measure. See appendix for reconciliation.

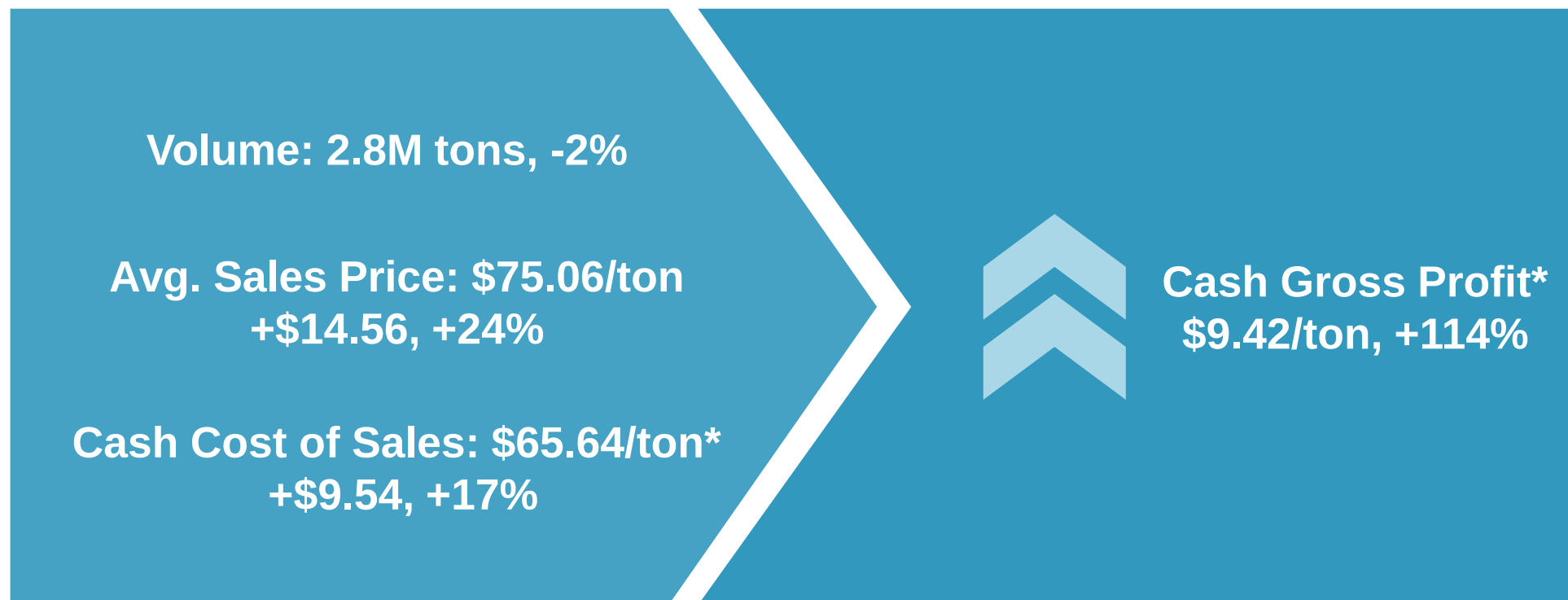
Pricing Momentum in Aggregates

Pricing continues to strengthen with growth widespread across our markets



4Q 2022 Key Performance Indicators – Asphalt

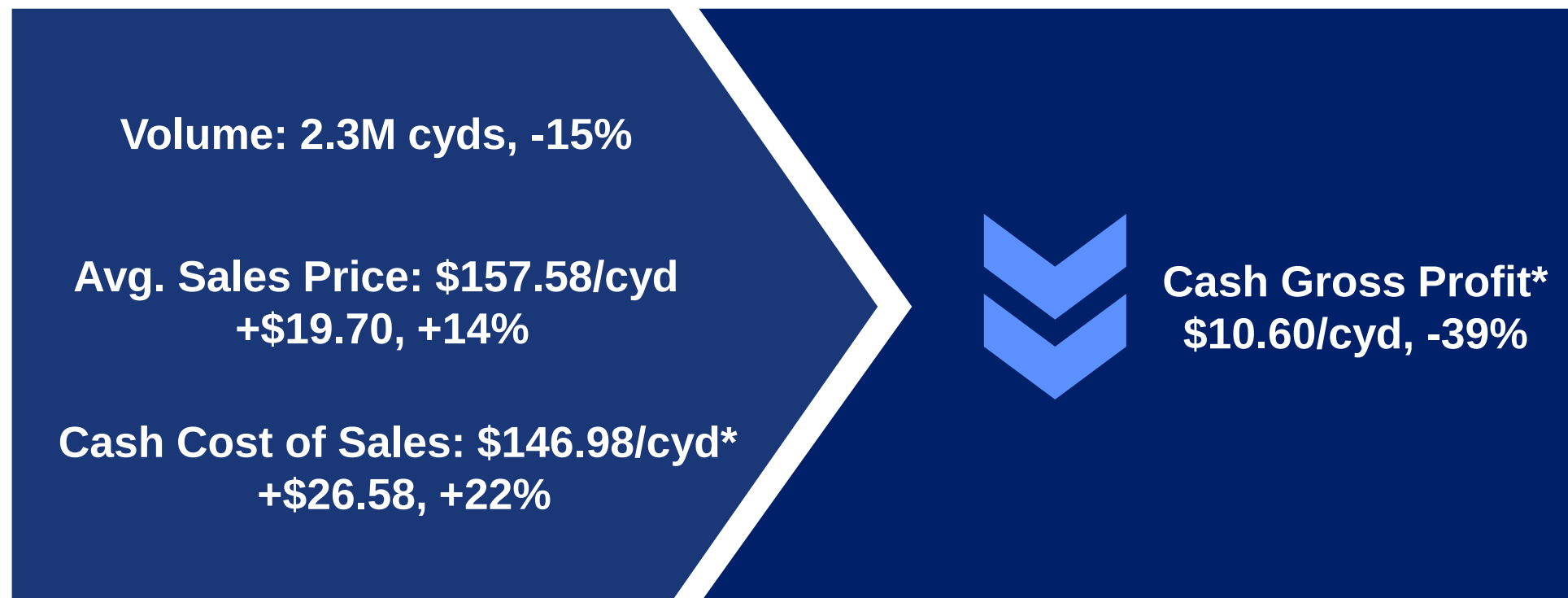
Continued pricing momentum more than offset a 24% increase in unit cost for liquid asphalt



*Non-GAAP measure. See appendix for reconciliation.

4Q 2022 Key Performance Indicators – Concrete

Earnings impacted by divestiture, lower volumes and higher costs for diesel fuel



*Non-GAAP measure. See appendix for reconciliation.

End Market Outlook Commentary

Residential

- Slowing single-family construction
- Underlying fundamentals support return to growth beyond 2023

Nonresidential

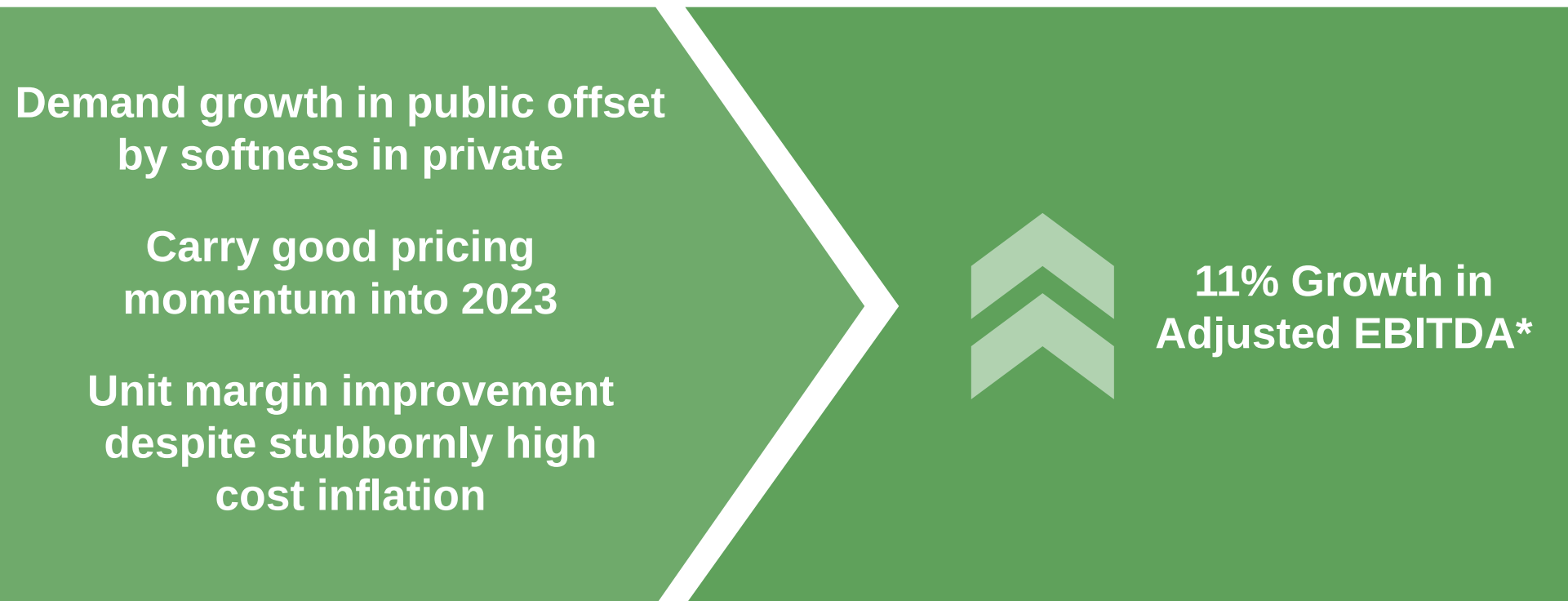
- Private nonresidential activity remains healthy, led by manufacturing and other heavy industrial projects
- Certain leading indicators have been mixed in recent months, such as Architecture Billings Index, Dodge Momentum Index and demand for commercial loans

Highways and Other Public Infrastructure

- Visibility and availability of IIJA and COVID relief funds have led to an acceleration in contract awards
- Unprecedented federal investment supports a multi-year outlook for growth

2023 Outlook

Double-digit price growth and strong operational performance will more than offset cost inflation



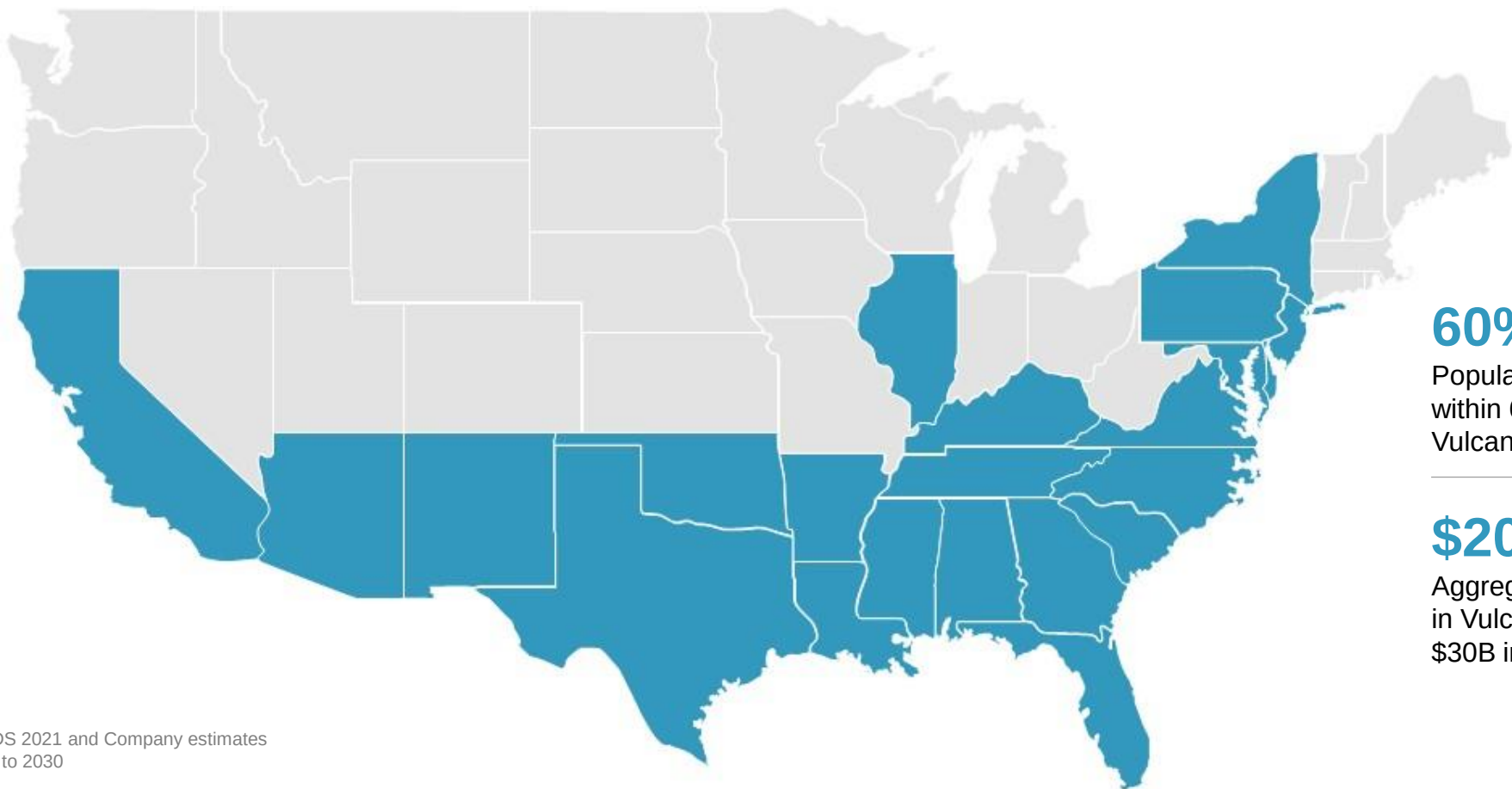
*Non-GAAP measure. See appendix for reconciliation.
Growth rate is to mid-point of guidance range.

Serving the Right U.S. Markets

Well positioned to capture U.S. market opportunities

90%
Revenues tied to
markets where Vulcan
has a #1 or #2 position

20 of top **25**
Fastest growing
markets served by
Vulcan operations



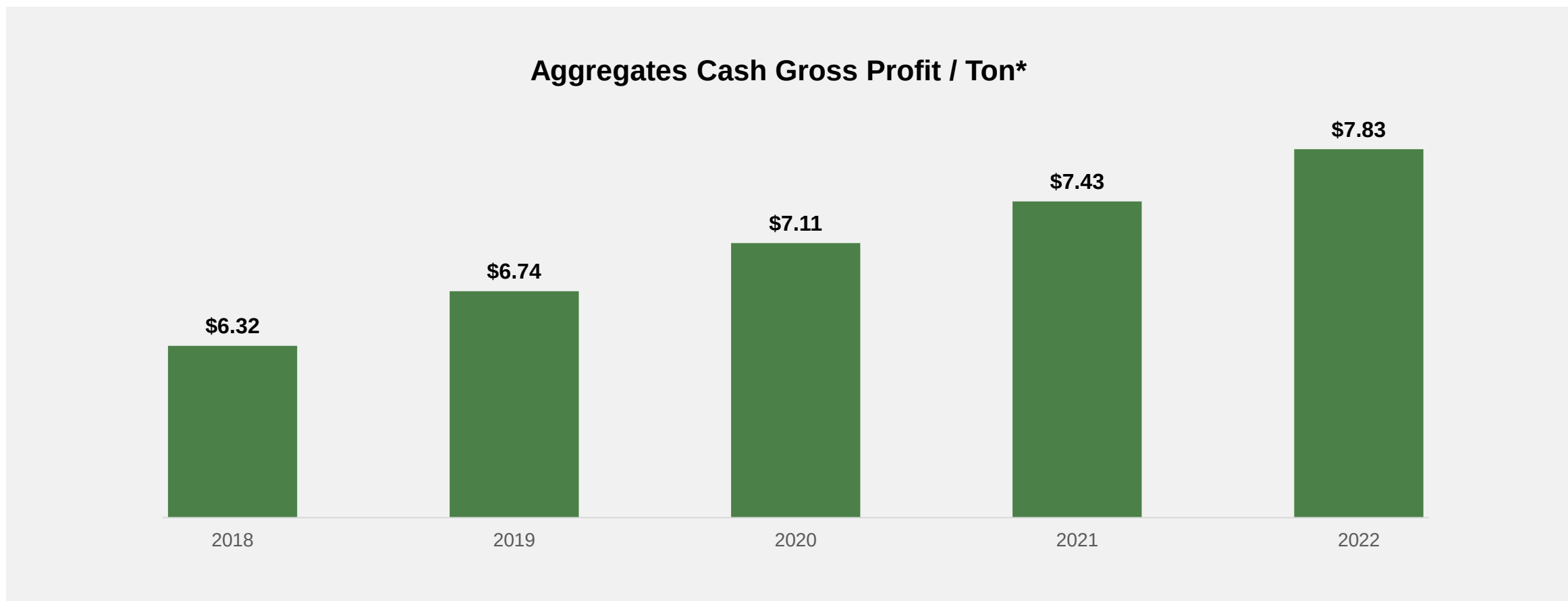
60%
Population living
within 60 miles of a
Vulcan operation

\$20B
Aggregates opportunity
in Vulcan-served states,
\$30B in total U.S.

Sources: USGS, Woods & Poole CEDDS 2021 and Company estimates
Based on population growth from 2020 to 2030

Proven Track Record of Our Aggregates-led Business

Best-in-class execution leads to resiliency and durability regardless of macro challenges



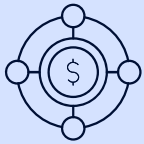
*Non-GAAP measure. See appendix for reconciliation.

Competing and Winning, Locally

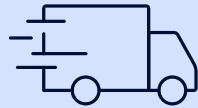
Strengthening existing capabilities to drive the next horizon of growth and profitability

VWS

The Vulcan Way of Selling



**Commercial
Excellence**



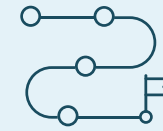
**Logistics
Innovation**

VWO

The Vulcan Way of Operating



**Operational
Excellence**



**Strategic
Sourcing**

Well Positioned for Continued Growth and Value Creation



**Durable Business
Model to Extend the
Cycle and Sustain
Growth**



**Industry Leader with
Clear Competitive
Advantages**



**Strong Cash Flow
Generation and
Investment-Grade
Balance Sheet**

Non-GAAP Reconciliations

EBITDA

EBITDA is an acronym for "Earnings Before Interest, Taxes, Depreciation and Amortization" and excludes discontinued operations. GAAP does not define EBITDA and it should not be considered as an alternative to earnings measures defined by GAAP. We adjust EBITDA for certain items to provide a more consistent comparison of earnings performance from period to period. We use this metric to assess the operating performance of our business and as a basis for strategic planning and forecasting as we believe that it closely correlates to long-term shareholder value.

<u>EBITDA</u> (dollars in millions)	YTD 2022	YTD 2021	Projection 2023
Net earnings attributable to Vulcan	\$ 575.6	\$ 670.8	\$ 775.0
Income tax expense	193.0	200.1	220.0
Interest expense, net	168.4	147.7	195.0
Loss on discontinued operations, net of tax	18.6	3.3	-
Depreciation, depletion, accretion and amortization	587.5	463.0	610.0
EBITDA	\$ 1,543.1	\$ 1,484.9	\$ 1,800.0
Gain on sale of real estate and businesses, net	(6.1)	(114.7)	
Charges associated with divested operations	3.1	1.5	
Business development	10.6	34.4	
COVID-19 direct incremental costs	-	13.4	
Pension settlement charge	-	12.1	
Restructuring charges	7.2	15.0	
Loss on impairments	67.8	4.6	
Adjusted EBITDA	\$ 1,625.6	\$ 1,451.3	

Net Debt to Adjusted EBITDA

Net Debt to Adjusted EBITDA is not a GAAP measure and should not be considered as an alternative to metrics defined by GAAP. We, the investment community and credit rating agencies use this metric to assess our leverage. Net debt subtracts cash and cash equivalents and restricted cash from total debt.

Net Debt to Adjusted EBITDA

(dollars in millions)	12/31/2022
Current maturities of long-term debt	\$ 0.5
Short-term debt	100.0
Long-term debt	3,875.2
Total debt	\$ 3,975.7
Less: Cash, cash equivalents, restricted cash	161.5
Net debt	\$ 3,814.2
Trailing-Twelve Months (TTM) Adjusted EBITDA	\$ 1,625.6
Total debt to TTM Adjusted EBITDA	2.4 x
Net debt to TTM Adjusted EBITDA	2.3 x

Aggregates Segment Cash Gross Profit and Cash Cost of Sales

Aggregates segment cash gross profit adds back noncash charges for depreciation, depletion, accretion and amortization (DDA&A) to Aggregates segment gross profit. Aggregates segment cash gross profit per ton is computed by dividing Aggregates segment cash gross profit by tons shipped. Aggregates segment cash cost of sales per ton is computed by subtracting cash gross profit per ton from the freight-adjusted sales price for aggregates. We present these non-GAAP metrics as we believe they closely correlate to long-term shareholder value and we and the investment community use these metrics to assess the operating performance of our business.

<u>Cash Gross Profit</u> (in millions, except per ton data)	QTD Q4 2022	QTD Q4 2021	YTD 2022	YTD 2021
Gross profit	\$ 327.1	\$ 325.9	\$ 1,408.5	\$ 1,295.7
DDA&A	116.7	101.9	441.1	360.4
Aggregates segment cash gross profit	\$ 443.8	\$ 427.8	\$ 1,849.6	\$ 1,656.1
Units shipments - tons	54.2	57.7	236.3	222.9
Aggregates segment gross profit per ton	\$ 6.04	\$ 5.64	\$ 5.96	\$ 5.81
Aggregates segment cash gross profit per ton	\$ 8.19	\$ 7.41	\$ 7.83	\$ 7.43
Aggregates freight-adjusted sales price per ton	\$ 16.96	\$ 14.91		
Aggregates freight-adjusted cash cost of sales per ton	\$ 8.77	\$ 7.50		

<u>Cash Gross Profit</u> (in millions, except per ton data)	YTD 2020	YTD 2019	YTD 2018
Gross profit	\$ 1,159.2	\$ 1,146.6	\$ 991.9
DDA&A	321.1	305.1	281.6
Aggregates segment cash gross profit	\$ 1,480.3	\$ 1,451.7	\$ 1,273.5
Units shipments - tons	208.3	215.5	201.4
Aggregates segment gross profit per ton	\$ 5.57	\$ 5.32	\$ 4.93
Aggregates segment cash gross profit per ton	\$ 7.11	\$ 6.74	\$ 6.32

Asphalt and Concrete Segment Cash Gross Profit and Cash Cost of Sales

Asphalt and Concrete segment cash gross profit adds back noncash charges for DDA&A to Asphalt and Concrete segment gross profit. Asphalt and Concrete segment cash gross profit per ton/cyd is computed by dividing Asphalt and Concrete segment cash gross profit by tons/cyds shipped. Asphalt and Concrete segment cash cost of sales per ton/cyd is computed by subtracting cash gross profit per ton/cyds from the sales price for Asphalt and Concrete. We present these non-GAAP metrics as we believe they closely correlate to long-term shareholder value and we and the investment community use these metrics to assess the operating performance of our business.

<u>Cash Gross Profit</u> (in millions, except per ton/cyd data)	Asphalt Segment		Concrete Segment	
	QTD Q4 2022	QTD Q4 2021	QTD Q4 2022	QTD Q4 2021
Gross profit	\$ 17.1	\$ 3.6	\$ 4.6	\$ 21.9
DDA&A	9.1	8.9	19.6	24.9
Segment cash gross profit	\$ 26.2	\$ 12.5	\$ 24.2	\$ 46.8
Unit shipments - tons/cyds	2.8	2.8	2.3	2.7
Segment gross profit per ton/cyd	\$ 6.13	\$ 1.27	\$ 2.01	\$ 8.20
Segment cash gross profit per ton/cyd	\$ 9.42	\$ 4.40	\$ 10.60	\$ 17.48
Segment sales price	\$ 75.06	\$ 60.50	\$ 157.58	\$ 137.88
Segment cash cost of sales per ton/cyd	\$ 65.64	\$ 56.10	\$ 146.98	\$ 120.40