

Agenda



	Strategy and Vision	Tom Hill
	Talent and Sustainability	Darren Hicks & Janet Kavinoky
	Vulcan Way of Selling (VWS)	Jerry Perkins
Break		
	Vulcan Way of Operating (VWO)	Jason Teter
	Portfolio Management	Ronnie Pruitt
	Raising the Bar	Mary Andrews Carlisle
	Conclusion and Q&A	All



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, wetlands, greenhouse gas emissions, the definition of minerals, tax policy or 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 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; 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.







Well Positioned for Continued Growth and Value Creation



Durable Business
Model to Extend the
Cycle and Sustain
Growth



Industry Leader with Clear Competitive Advantages

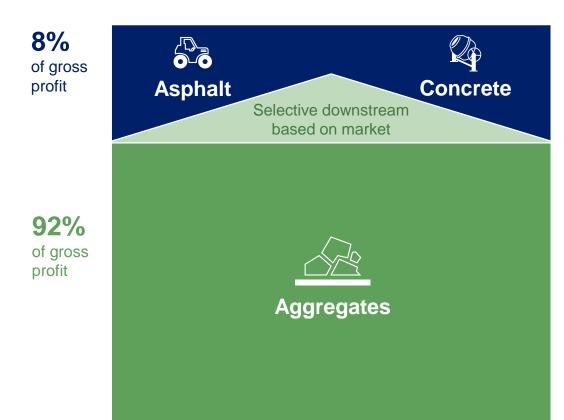


Strong Cash Flow Generation and Investment-Grade Balance Sheet



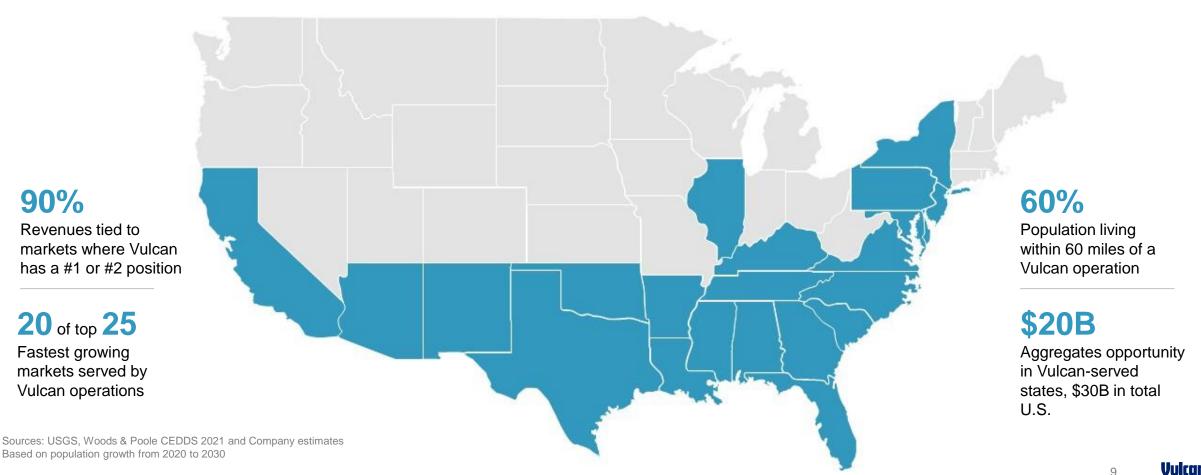
A Strong Foundation for the Future

\$1.55 Billion	Adjusted EBITDA* (11% CAGR since 2017)
\$7.45 Per Ton	Aggregates Cash Gross Profit per Ton* (5% CAGR since 2017)
1.0	Injuries per 200k employee hours worked Exemplifying an industry leading safety culture
>400	Active aggregates operations in 22 states
15.6 Billion	Tons of aggregates reserves Provides clear supply well into the future



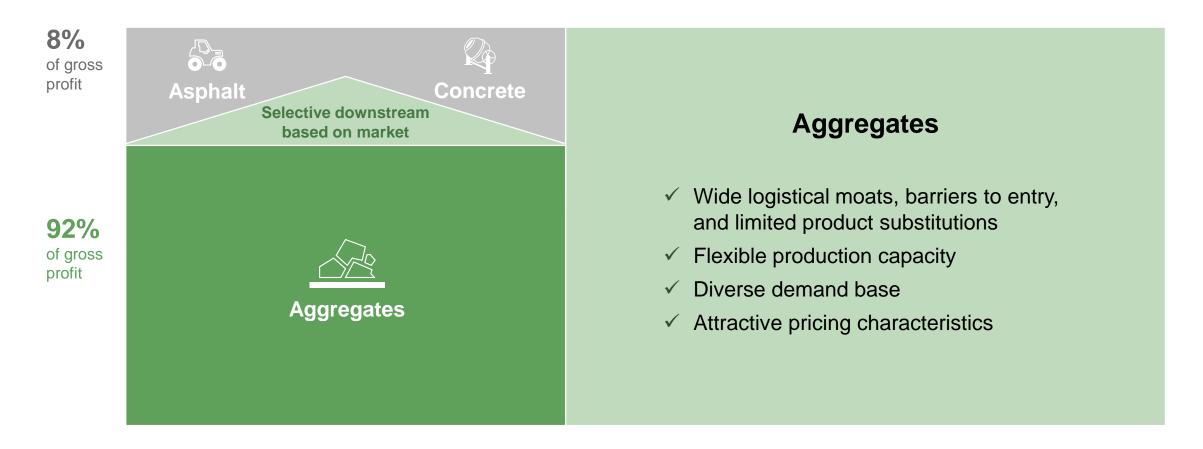
Serving the Right U.S. Markets

Well positioned to capture U.S. market opportunities



Aggregates Focus Drives Growth and Durability

Strong fundamentals and lower risk through the cycle

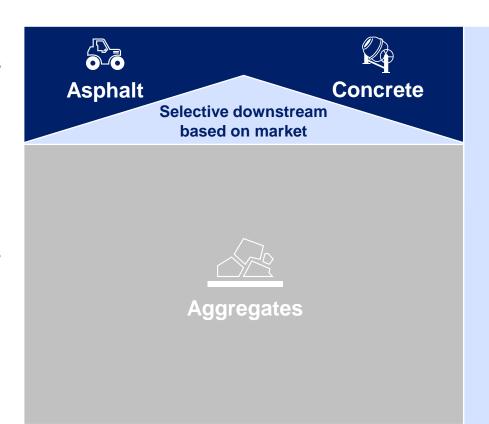


Aggregates Focus Drives Growth and Durability

Selective, strategic footprint in areas complementary to aggregates



92% of gross profit



Asphalt

- √ ~95% Aggregates
 by weight
- ✓ Estimated U.S. market size 410M tons, or \$24B

Concrete

- √ ~80% Aggregates by weight
- ✓ Estimated U.S.
 market size 390M
 cubic yards, or \$49B



We Operate the Right Way

2021 ESG highlights



People



Health & Safety



Environmental Stewardship



Neighbors & Community



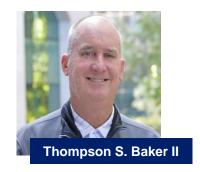
Governance



Experienced, Proven Leadership Team



Chairman of the Board, President and Chief Executive Officer



Chief Operating Officer



Chief Strategy Officer



Senior Vice President and Chief Human Resources Officer



Senior Vice President, Chief Financial Officer



Senior Vice President, General Counsel and Secretary



Senior Vice President



Senior Vice President



Senior Vice President



Senior Vice President

Business Initiatives...

Launched strategic disciplines

Established Aggregates cash gross profit target Strengthened portfolio

Optimized plant efficiency

Further strengthened balance sheet



...Are Delivering Superior Results

Launched strategic disciplines

+11%

CAGR in Adjusted EBITDA* growth since 2017

Established Aggregates cash gross profit target

+5%

CAGR in Cash Gross Profit / Ton* since 2017 Strengthened portfolio

74

Aggregate operations added in 8 of our top 10 revenue states since 2016

Optimized plant efficiency

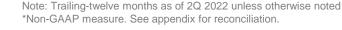
+2.7%

CAGR since 2017 in Aggregate Freight Adjusted Cash Cost*

Further strengthened balance sheet

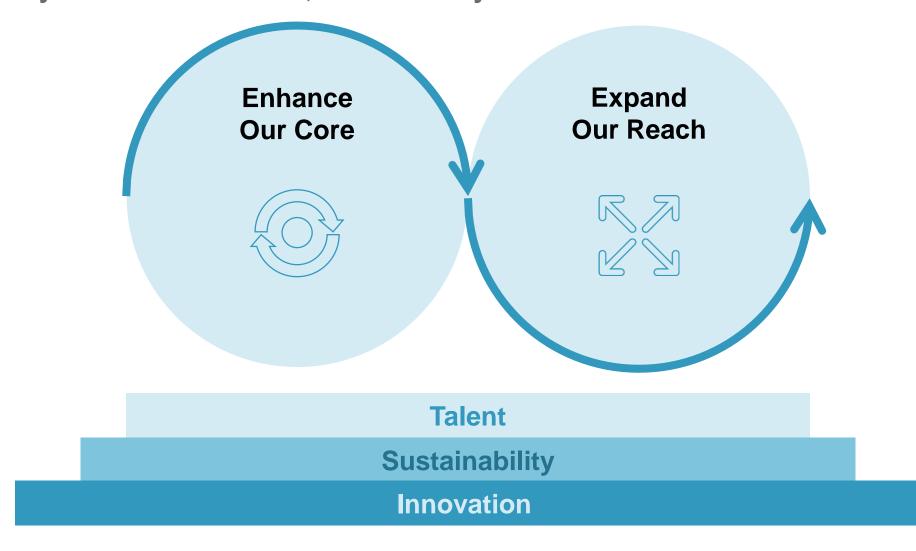
+210

Bps improvement in Adjusted EBITDA ROIC* (2017-2021)



Two-Pronged Strategy to Drive Future Growth and Sustainable Value

Supported by foundation of talent, sustainability and innovation



Enhance Our Core

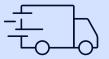
Driving the next horizon of growth and profitability



The Vulcan Way of Selling



Commercial Excellence



Logistics Innovation

VWO

The Vulcan Way of Operating



Operational Excellence



Strategic Sourcing

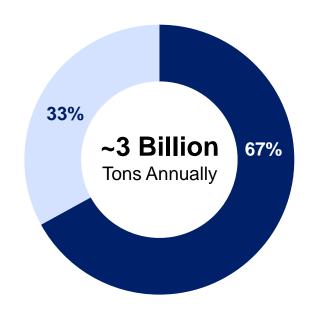


Expand Our Reach

Ample opportunity for future growth

U.S. Aggregates Market

■ Public companies ■ Smaller, non-public companies



The 50 Highest Growth MSAs





Source: Woods & Poole CEDDS 2021
Based on population growth from 2020 to 2030

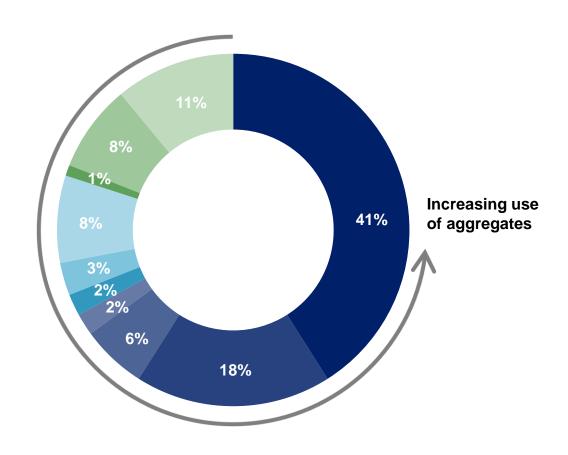


Robust Outlook for Public Sector Demand

Infrastructure Investment and Jobs Act (IIJA) funding is driving strong aggregates demand

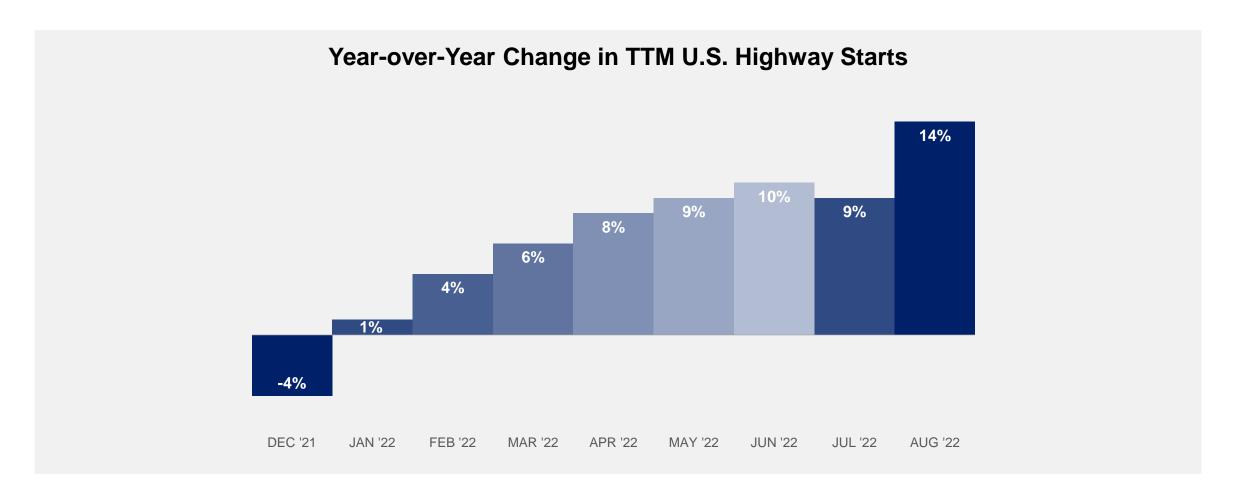
Mix of \$853 Billion in Guaranteed Funding from the IIJA

- Highway & Bridges
- Energy/Environment/Resiliency
- Waterworks
- Ports & Waterways
- Multi-modal Grants
- Airports/Air Traffic Control
- Rail
- Highway Safety & Pipeline Safety
- Broadband
- Transit



Increasing Highway Projects Underscore Growth

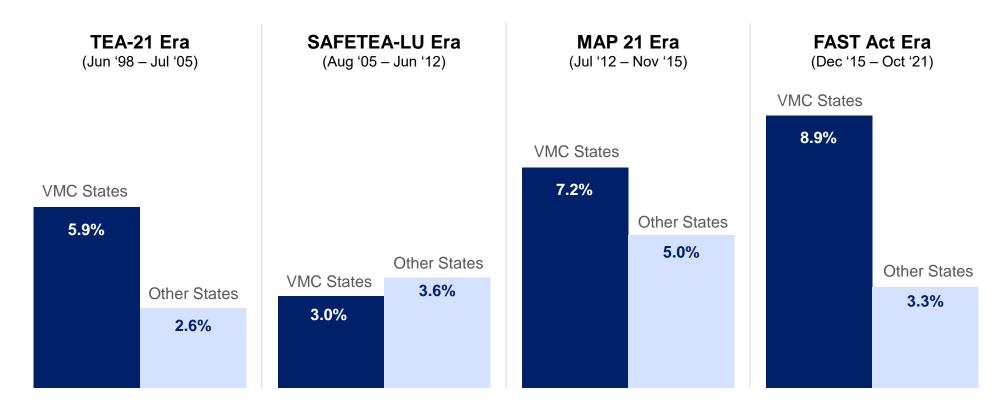
Growing momentum in public infrastructure work



Vulcan-Served Markets Outperform in Highway Funding

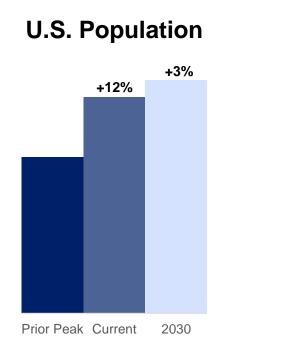
Growth in highway project spending is usually greater in Vulcan-served states

Compounded Annual Growth Rate by Federal Funding Era

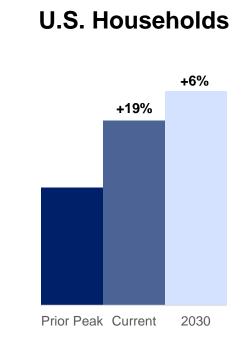


Notes: Bars represent CAGR in contract awards from inception of new federal highway bill until beginning of subsequent bill. Sources: Dodge Data and Analytics and Company estimates

Demographics Support Long-Term Residential Outlook

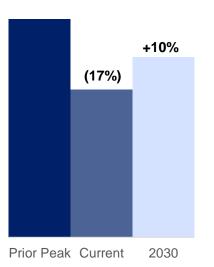


There has been continued growth in population...



...and household formation...

U.S. Housing Starts

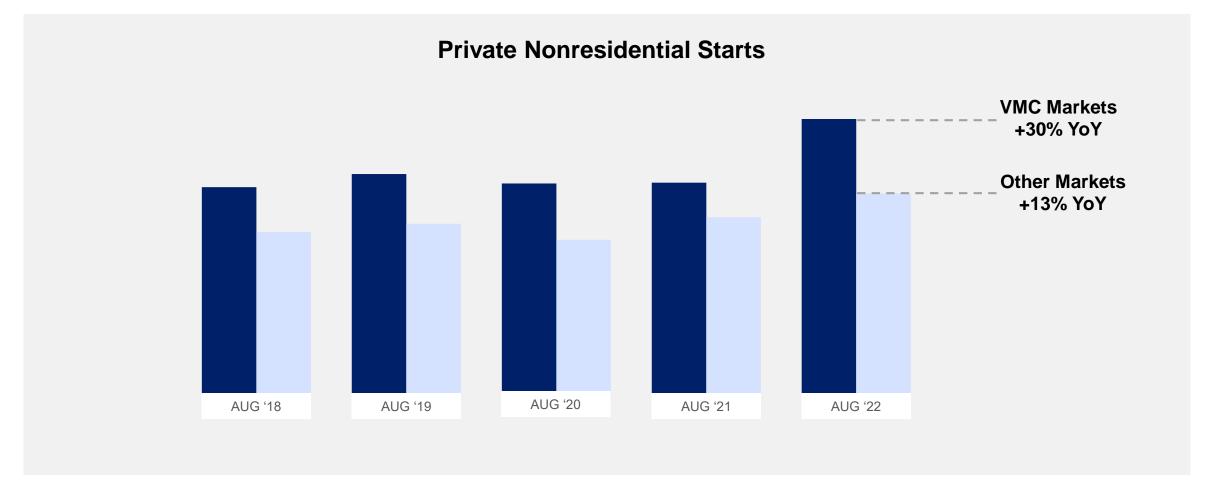


...while housing starts still below prior peak...



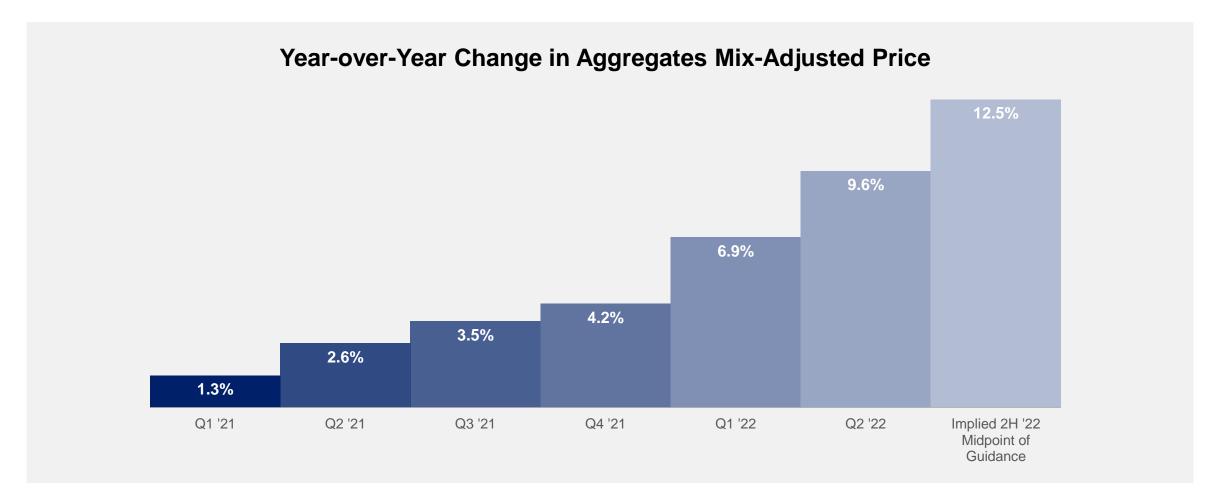
Positive Nonresidential Outlook

Vulcan markets outperform

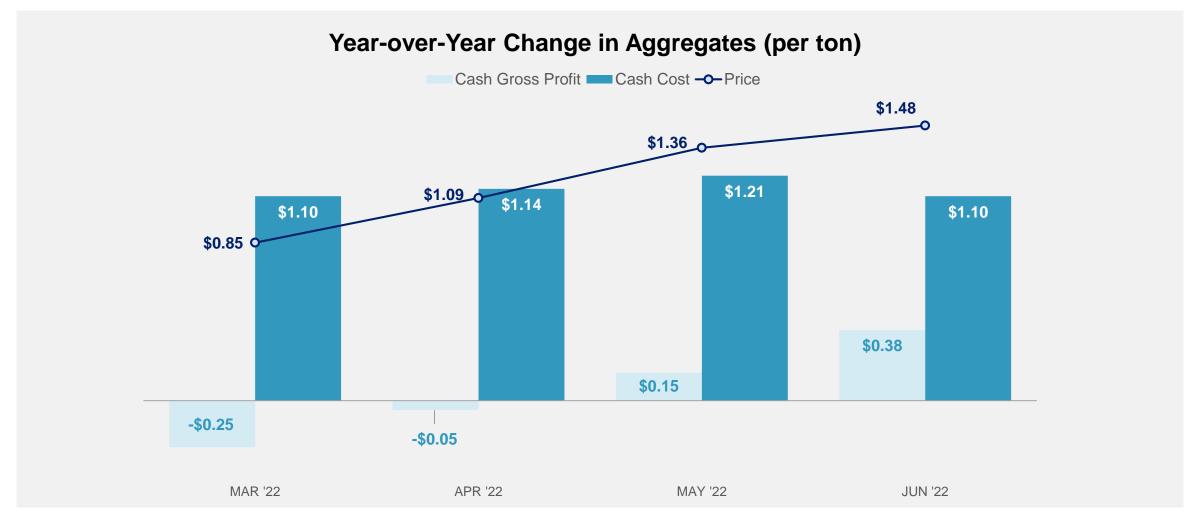


Demand Growth Has Supported Pricing Momentum

Aggregates are a unique resource with high barriers to entry



Price/Cost Dynamics Reached an Inflection Point in 2Q



Positioned for Growth and Value Creation



Durable Business Model to Extend the Cycle and Sustain Growth

- 24% improvement in Aggregates cash gross profit per ton since 2017
- Industry-leading commercial, operational, logistics and sourcing capabilities
- End market fundamentals support continued growth outlook
- Poised to benefit from generational investment in infrastructure that could extend and sustain cyclical growth



Industry Leader with Clear Competitive Advantages

- Largest U.S. aggregates producer with best geographic diversity
- #1 or #2 aggregates position in markets accounting for ~90% of revenues
- Leading unit profitability margins driven by operational expertise and pricing performance
- 75% of the U.S. population growth over next decade is projected to occur in Vulcanserved states



Strong Cash Flow Generation and InvestmentGrade Balance Sheet

- Financial capacity to sustain capital reinvestment in current asset base and to fund growth
- Maintain an investment-grade credit position
- Continue to leverage current capital base to grow earnings and maximize cash generation
- Prudently pursue attractive bolt-on acquisitions and greenfields
- Focus on continuing to return value to shareholders with dividends and repurchases





Talent & Sustainability

Commitment to Our People, the Environment and Our Communities

Darren Hicks

Senior Vice President & Chief Human Resources Officer

Janet Kavinoky

Vice President, External Affairs & Corporate Communications

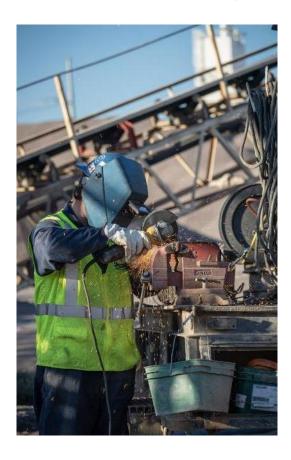
ESG with a Value-Creation Mindset

Focus is on ESG Priorities Material to Our Business



Our Top Priority: Keeping Everyone Safe and Healthy

Further enhancing a world-class safety record



Health & Safety

131,477Hours of health and safety training delivered to Vulcan employees

94%
Vulcan facilities with zero lost-time injuries

100Safety audits conducted

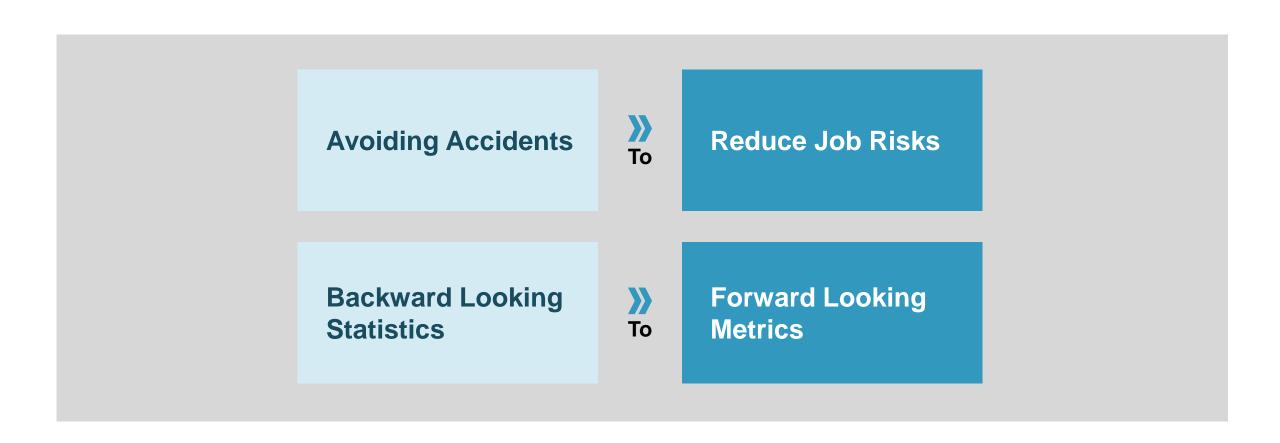
1.012021 legacy Vulcan
MSHA/OSHA injury
rate

270
Triple zero facilities: zero accidents,
MSHA citations and environmental citations

- Health & Safety Goals
 - Achieve and maintain zero fatalities at all sites
 - Reduce MSHA reportable/OSHA recordable injuries by 25% by 2025

Honed Approach to Risk Prevention

A more sophisticated method of driving safety



Attracting, Developing and Retaining Our People

Recruiting and keeping the best talent in the industry



39% Employees with 10+ years tenure **251,320**Total Training Hours (2021)

20%
Four-year Average
Annual Turnover

52% - 48%Ratio of female to male salaried, non –exempt employees

Employee Engagement & DE&I Goals

- Reduce employee turnover by 25% by 2030 and increase employee retention
- Increase employee diversity at director level and above by 20% by 2030

Initiatives Underscore Our Commitment to DE&I

Where everyone can build and advance their career

Employee Resource Groups (ERGs)

- Launched four ERGs in 2022
- Expanding to include additional groups by 2025

Training

- Ongoing DE&I awareness training as part of new hire onboarding
- · Unconscious Bias training

DE&I Council

- Established in 2015 to guide on company-wide and divisional DE&I efforts
- Monthly meeting with Division DE&I leaders

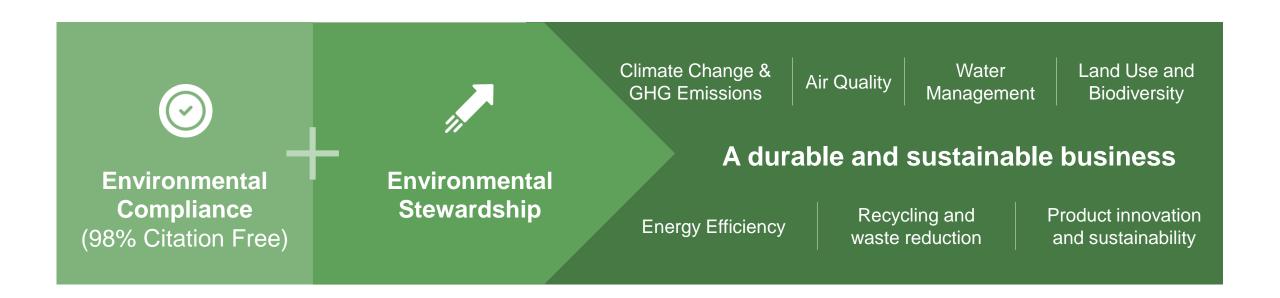
CEO ACT!ON on Diversity & Inclusion

 Signed pledge that commits Vulcan to creating and sharing strategic inclusion and diversity plans with the Vulcan Board of Directors



Strong Commitment to Environmental Stewardship

A 60+ year record of doing the right thing, the right way, at the right time



The Way Forward

Creating shareholder value, reducing impacts and mitigating risks





In Focus: Climate Change and GHG Emissions

Doing our part to reduce overall GHG emissions and mitigate the effects of climate change

Near-Term GHG Emissions Reduction Goals

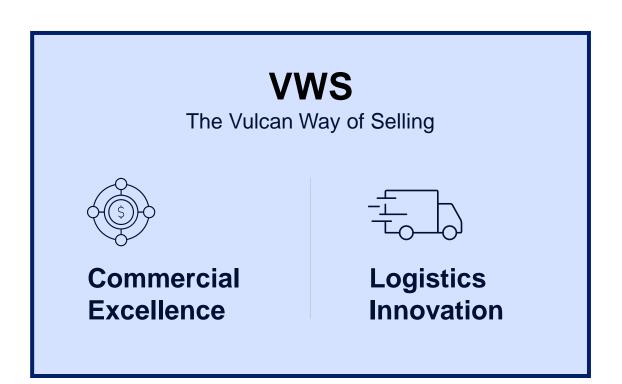
Longer-Term Commitments

- Reduce Scope 1 and 2 GHG emissions intensity per ton of product produced by 10% by 2030
- Reduce energy intensity per ton of product produced by 6.7% by 2030
- Secure 5% of all energy from renewable sources by 2030
- Engage with suppliers and customers to report Scope 3 emissions
- Secure SBTi validation for Science-Based Targets



Competing and Winning Locally

Supporting near-term performance and longer-term competiveness





Better Serving Our Customers and Enhancing Our Profitability

Variety of customers and projects



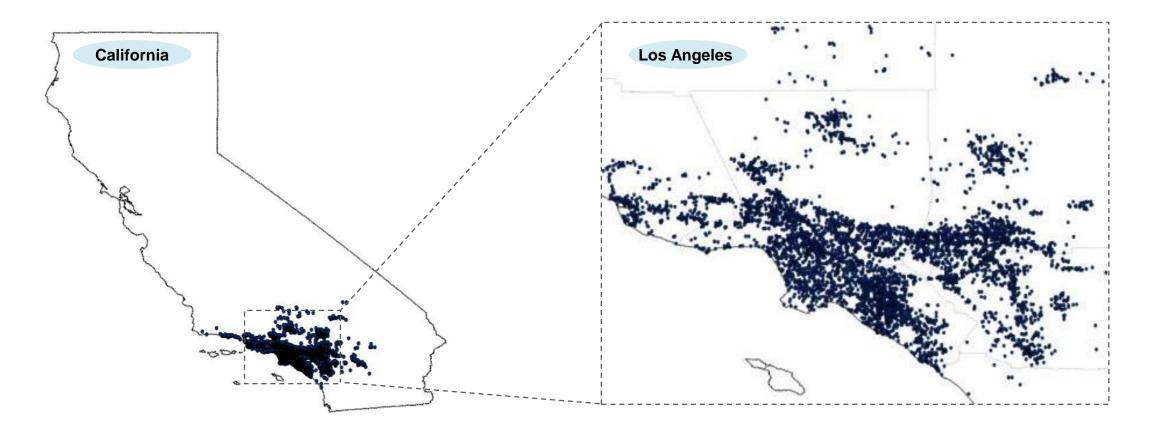






Efficient Management and Capture of Job Opportunities

Quote activity for six month period





Vulcan Way of Selling Fundamentals

A more strategic approach to selling

To

Pre-2017

Traditional Market Sales Approach

- Relationship Selling
- Credit, Quoting, Billing
- Administrative
 Work

2017

Vulcan Way of Selling

- Defined Roles
- Technology
- Innovation



Forward

More time with customers

- 2 Development of our people
- Accountability through improved technology, processes and metrics
- 4 Faster growth than the Industry

Sales Support Model Enables Superior Sales Execution

Spending time where it counts

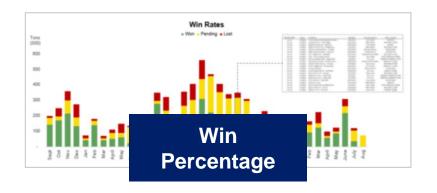


Innovative Tools and Analytics Support Commercial Strategy

Powerful forward-looking data drives decisions and accountability







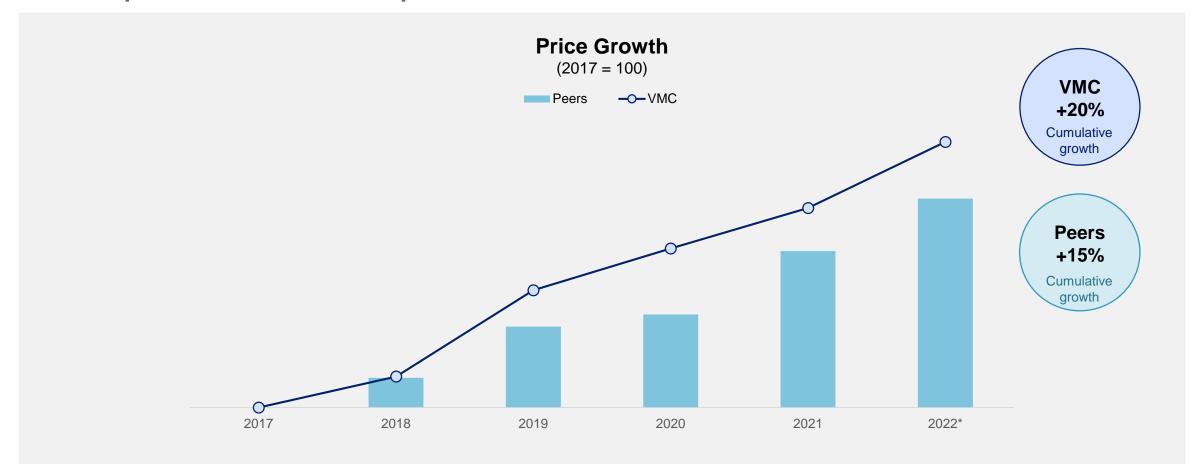






Superior Pricing Performance Across the Portfolio

VWS helps drive best-in-class performance

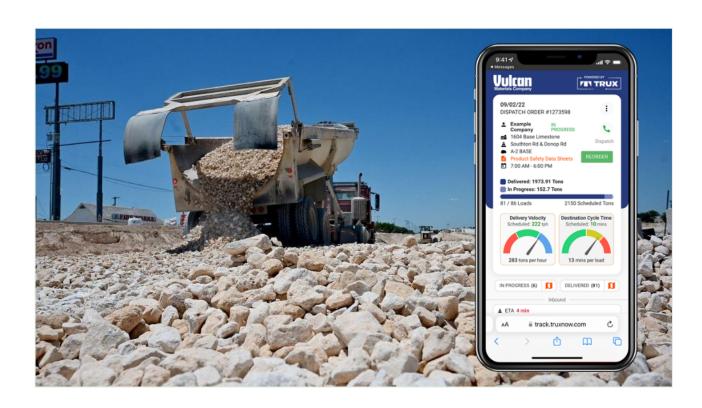


Note: For comparison purposes, pricing is not freight-adjusted *2022 = TTM ending June 30, 2022

Peers = average growth rate for MLM, SUM, EXP, CRH, CX

Logistics Sourcing and Technology as a Competitive Advantage

A differentiated customer experience



Project Productivity Features

- Delivery ETA
- Delivery Confirmation
- Key Performance Indicators
- Electronic Ticket
- Reorder Request



Building for the Future

New Mobile Digital Sales Platform



More robust, real-time market information

New customer website with best-in-class functionality

Better employee experience for our sales force

Delivering an Unmatched Customer Experience



President and Chief Executive Officer







Competing and Winning, Locally

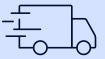
Strengthening existing capabilities to drive the next horizon of growth and profitability



The Vulcan Way of Selling



Commercial Excellence



Logistics Innovation

VWO

The Vulcan Way of Operating



Operational Excellence



Strategic Sourcing



Building Our Capabilities for Continued Superior Performance

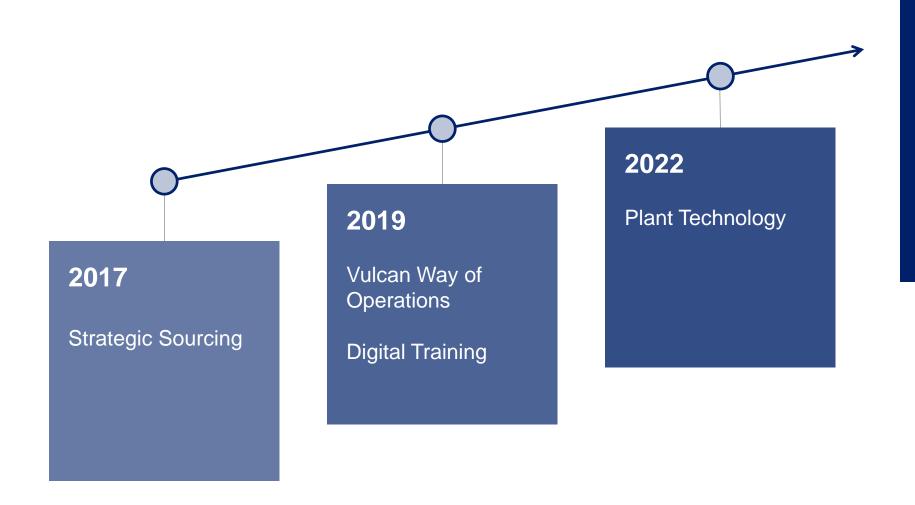
Safety and health of our people

Customer service

Production efficiency

Producing the Right Tons at the Right Time

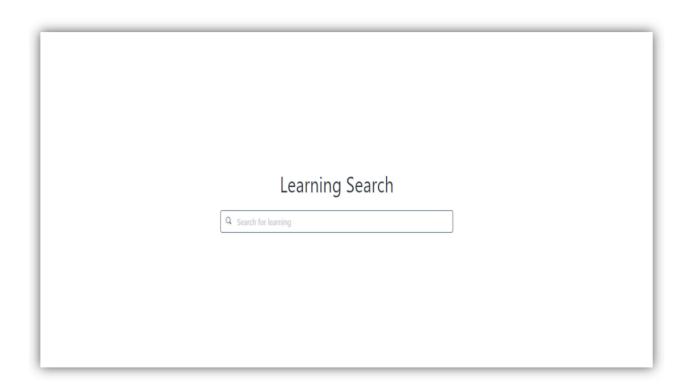
Starting with a strong foundation





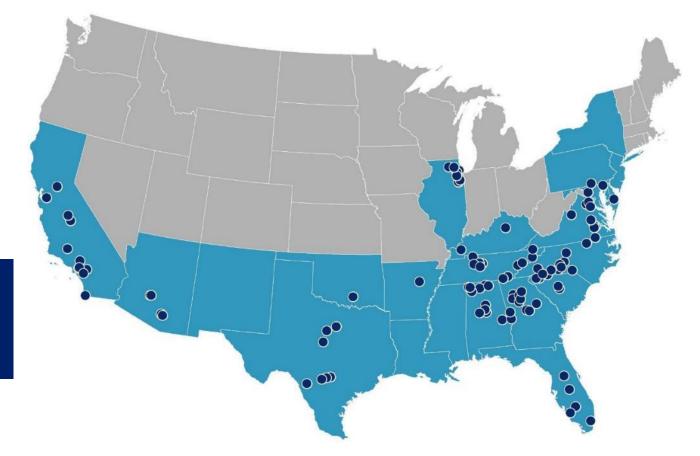
Enhanced Training Program Improves Consistency Across Operations

Leveraging technology to better equip and train our team



- Multifaceted proprietary digital library focusing on our major business lines
- Continuous training resources that support the entire employment life cycle
- √ 60+ modules (and counting) built inhouse by Vulcan employees, translated into Spanish, and copyrighted

Launched scalable digital process monitoring system to optimize efficiency and improve productivity



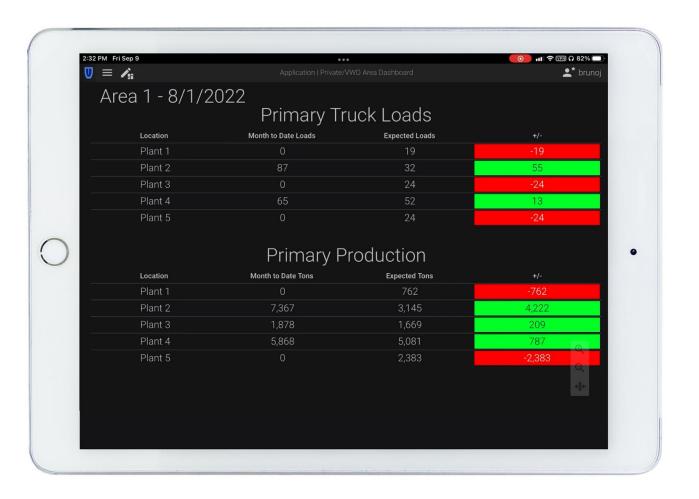
Aggregates Operations with Production Performance Tracking

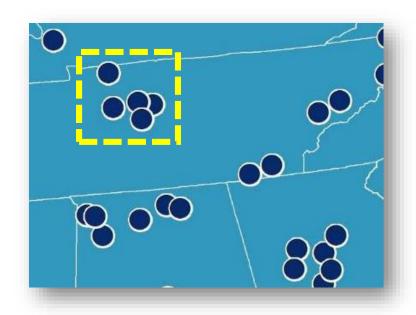
Enables detailed plant-by-plant analysis with mobile capability



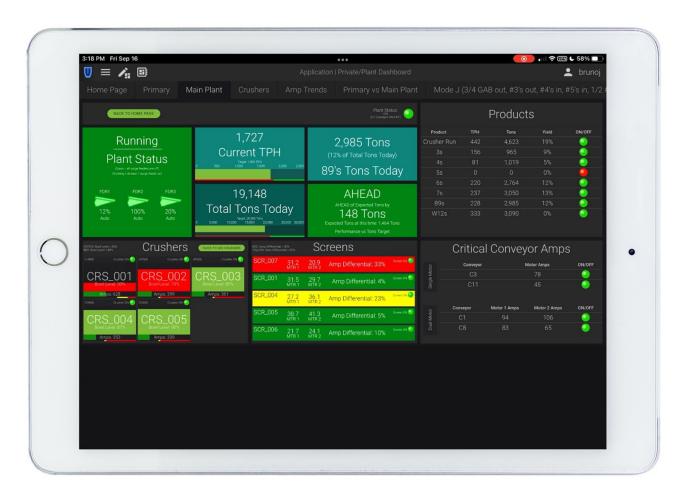


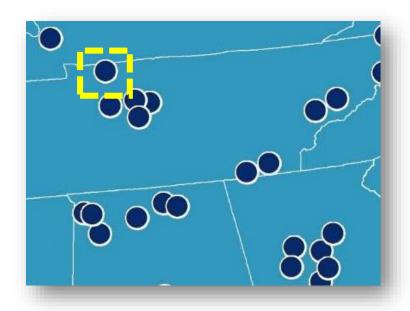
Area dashboard allows quick access to tracking performance





Plant dashboard helps monitor efficiencies and KPI's throughout the day





Crusher dashboard provides visibility into real-time performance





Crusher Performance





Before



Crusher Performance



After

Digital Tracker Generates Measurable Success

Visibility into real-time performance drives lower unit costs and higher unit margins



...Including Superior Cost Performance

Vulcan's cash cost per ton beats inflation

CAGR since 2017

2.7%Vulcan Cash
Cost Per Ton*

VS.

6.4% Inflation**

*Non-GAAP measure. See appendix for reconciliation. Trailing-twelve months as of 2Q 2022. **PPI for Industrial Commodities

Sources: BLS and Company freight-adjusted cash cost

Strong Momentum Will Continue to Drive Improved Performance

Exciting developments – and we're just getting started

Continued development of training

Leveraging the technology across the enterprise



Expanding and Enhancing Our Portfolio

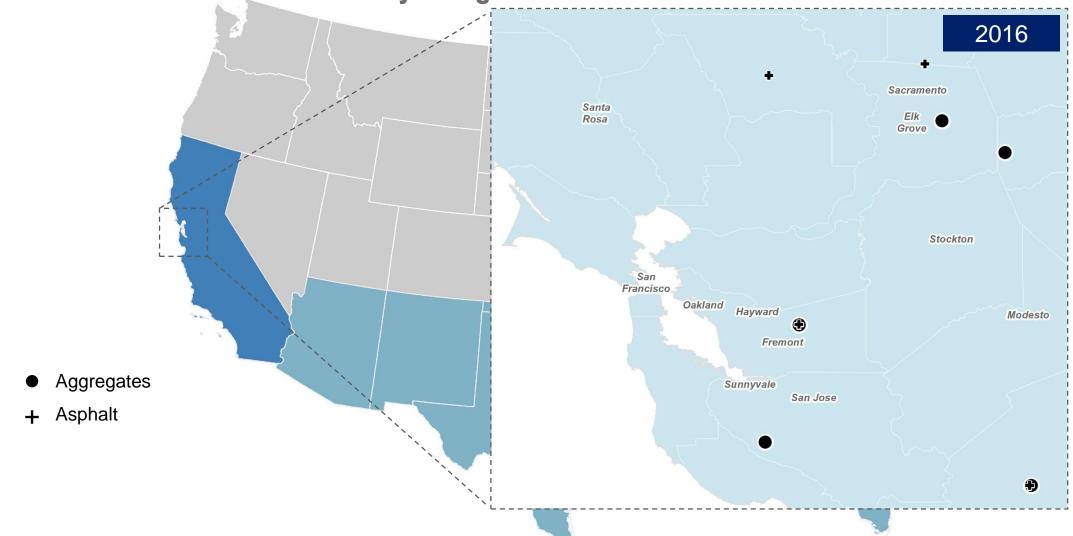
Guiding principles

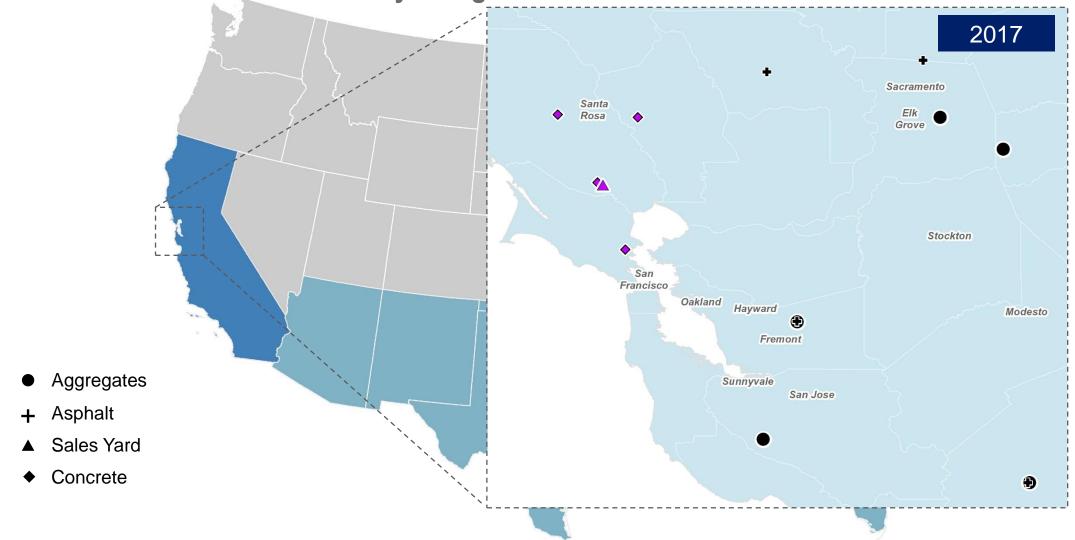
1 Foundation in Aggregates

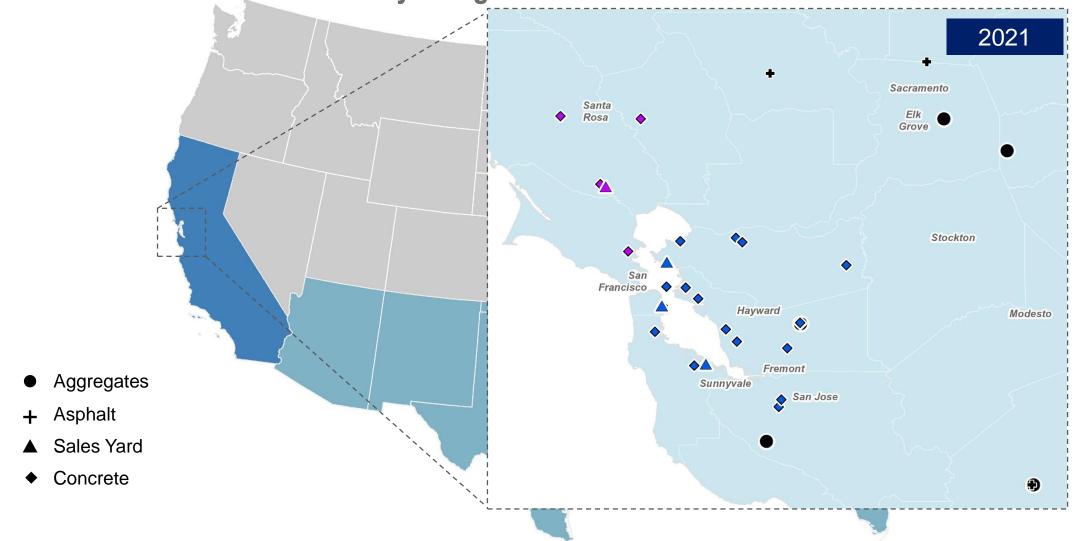
2 Right Market Structure

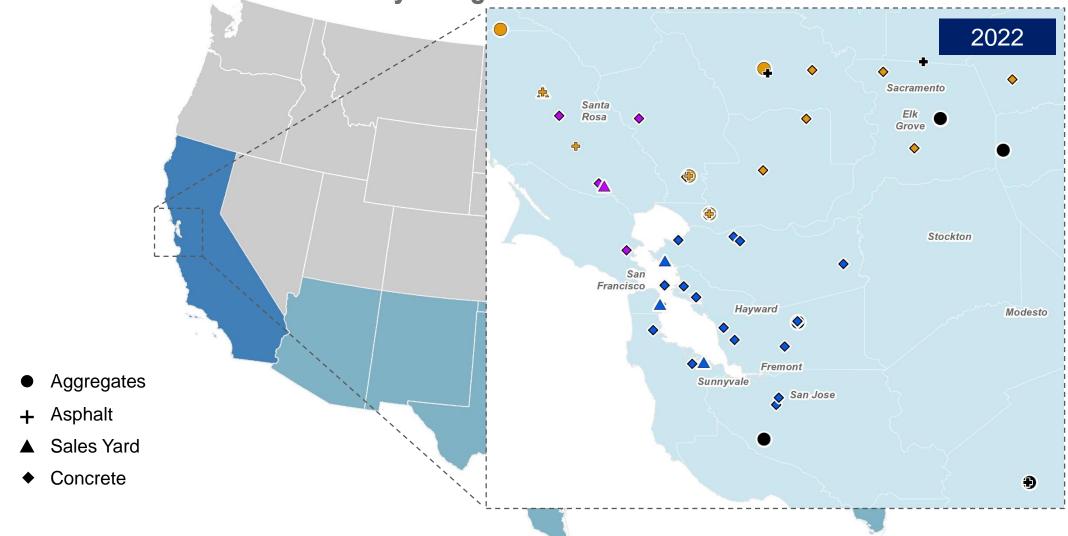
3 Downstream in Select Markets

4 Disciplined Approach

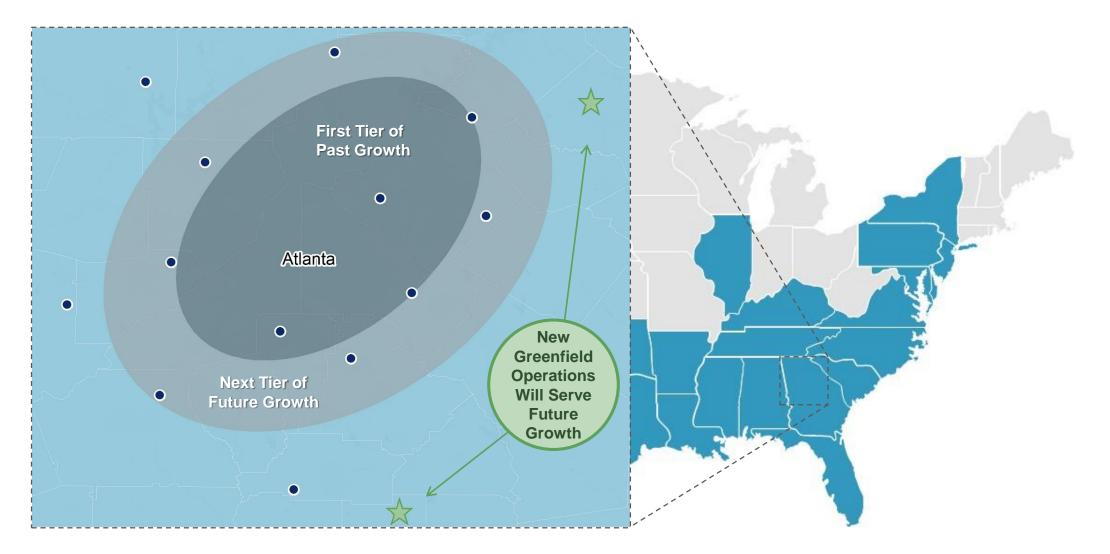








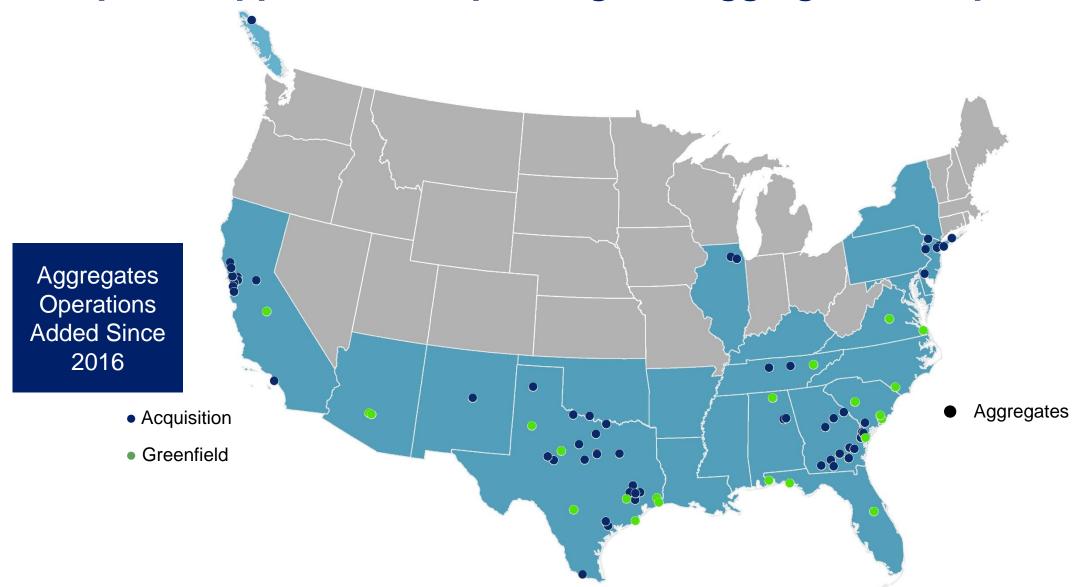
Expanding in Existing Markets Through Greenfields



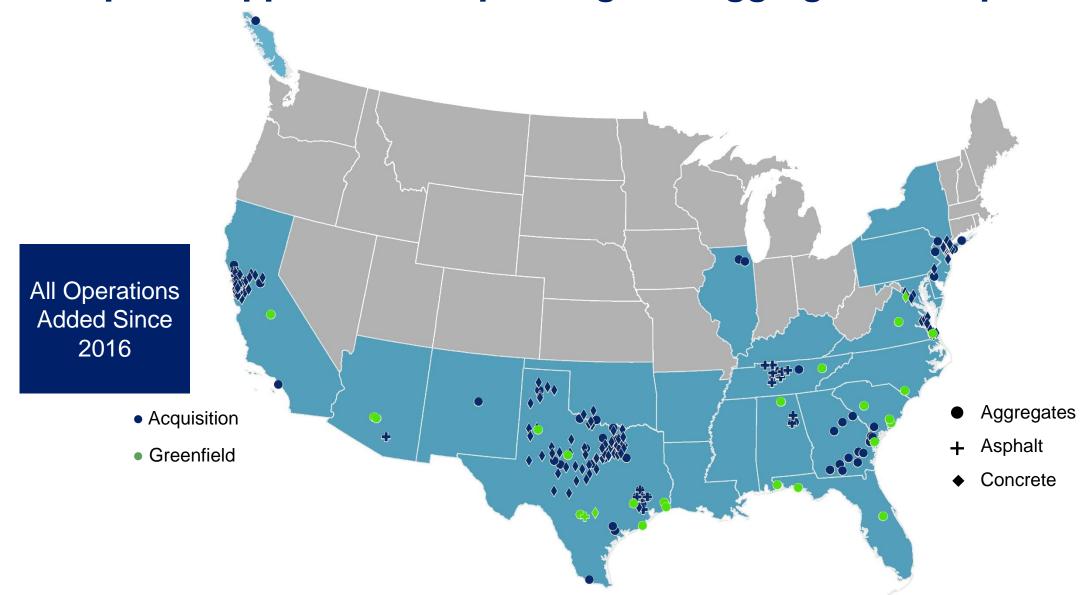
Expanding in New Markets Through Acquisitions



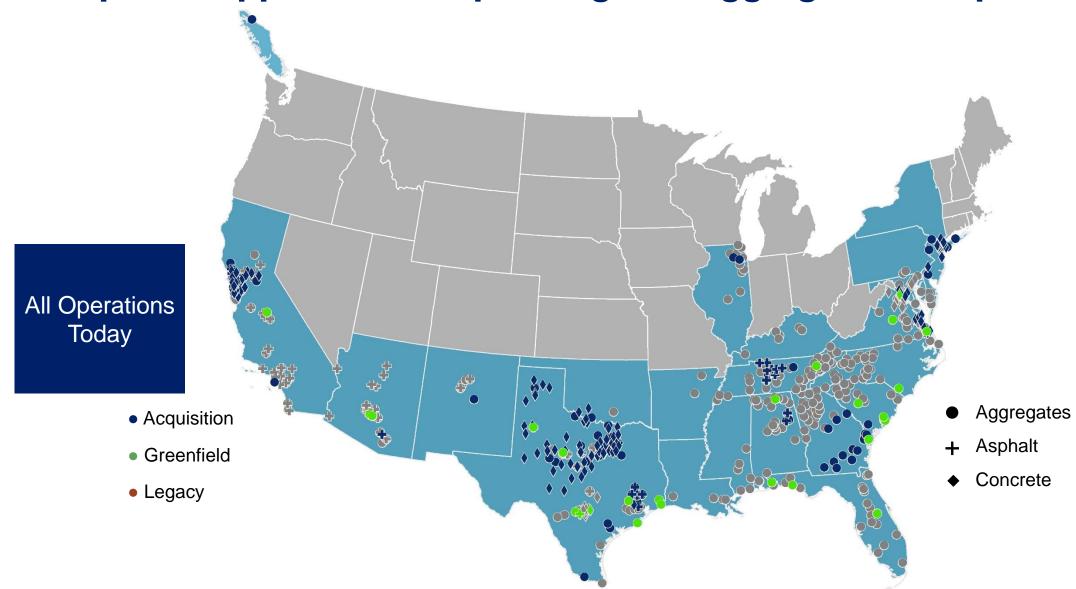
Disciplined Approach to Expanding Our Aggregates Footprint



Disciplined Approach to Expanding Our Aggregates Footprint

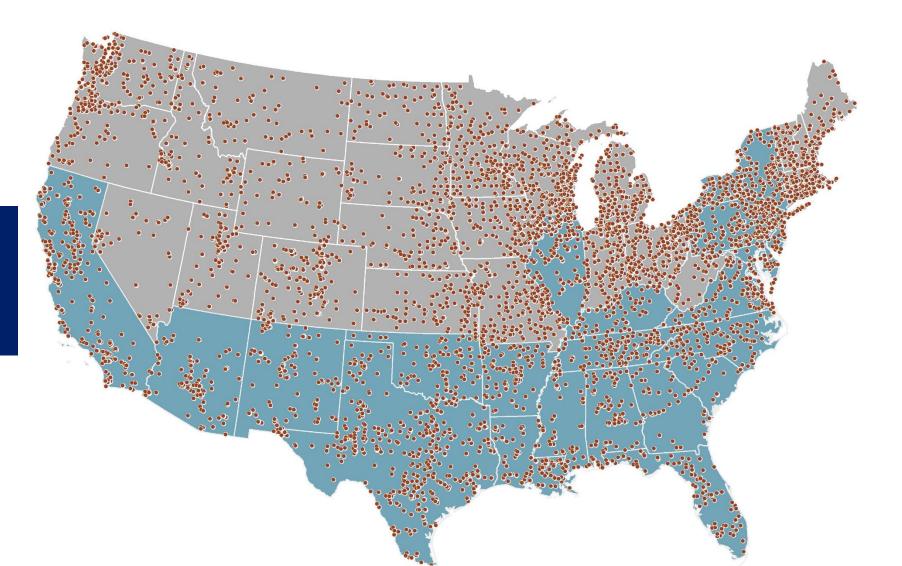


Disciplined Approach to Expanding Our Aggregates Footprint



Ample Opportunity for Future Growth

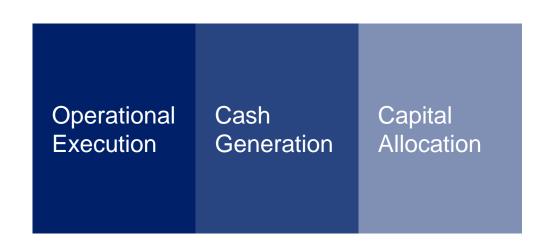
Aggregates
Operations
Not Owned
by Public
Companies



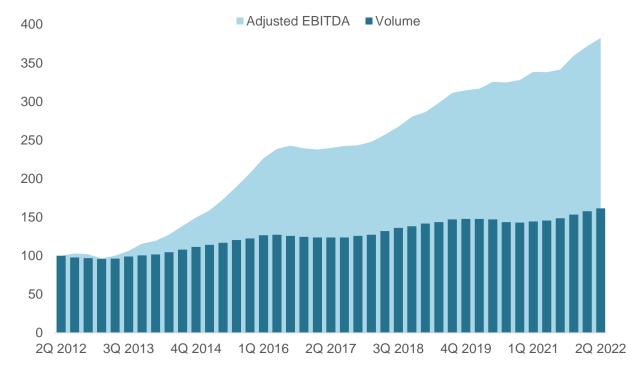


Durable Growth Through the Cycle

Disciplined approach yields consistent results



Growth Throughout the Cycle (2Q'12 = 100)



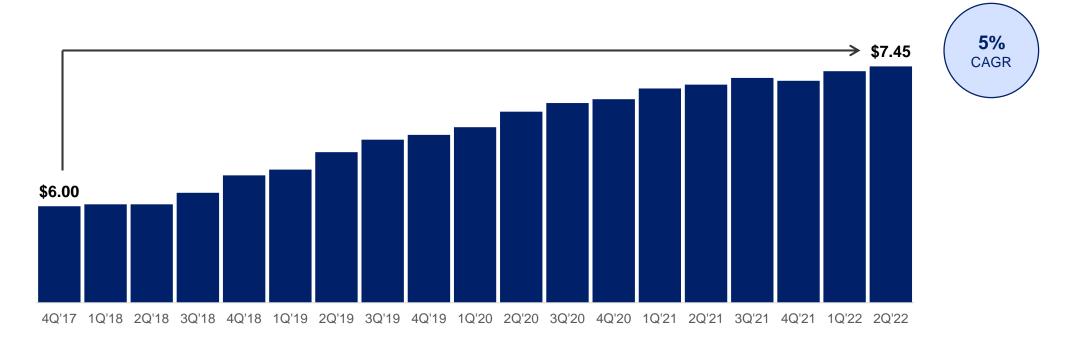


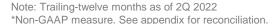


Consistent Execution Makes the Best Better

Industry-leading profitability gap widened, even during macro headwinds

TTM Aggregates Cash Gross Profit / Ton*







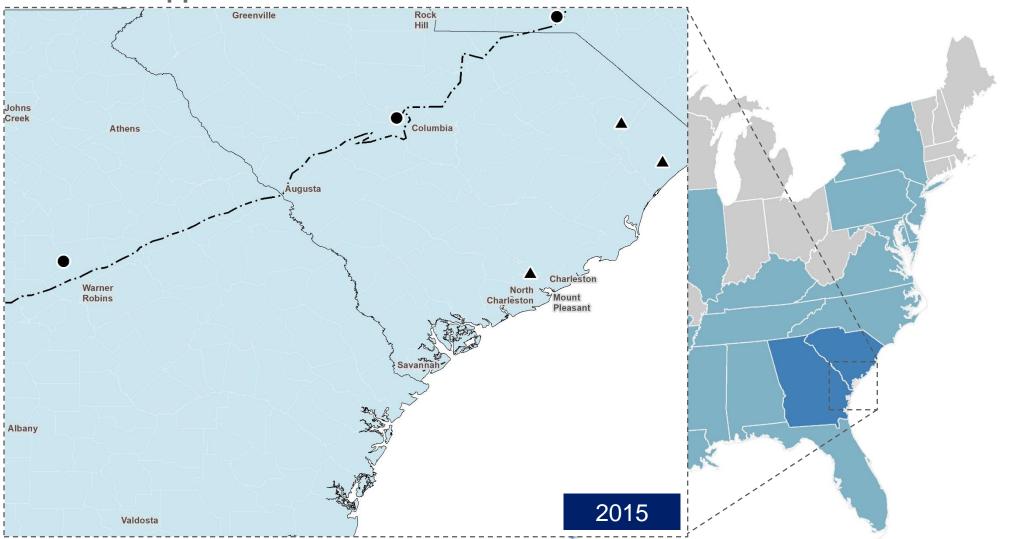
Disciplined Capital Allocation Strategy

Clear priorities in place to drive long-term shareholder value creation

- Operating Capital maintain and grow the value of our franchise
- Growth Capital including greenfields and acquisitions
- Dividend Growth with Earnings with a keen focus on sustainability
- Return Excess Cash to Shareholders primarily via share repurchases

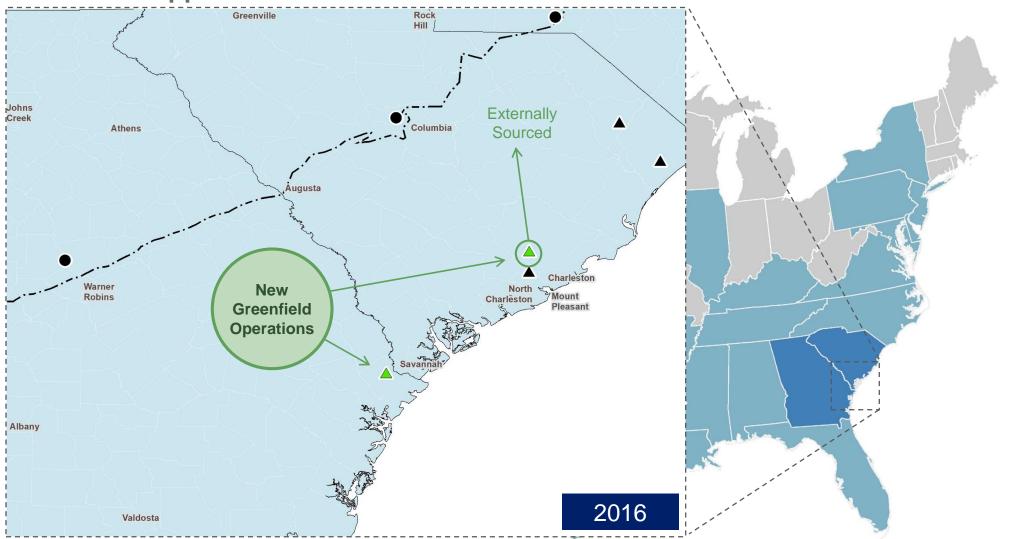
Attractive Opportunities to Reinvest and Grow

A balanced approach



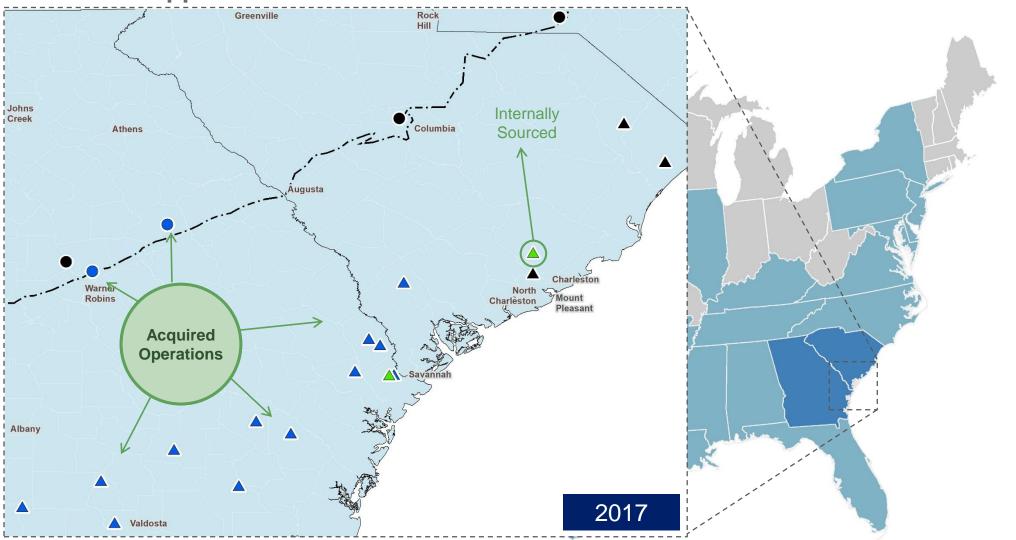
Attractive Opportunities to Reinvest and Grow

A balanced approach



Attractive Opportunities to Reinvest and Grow

A balanced approach



Strong Financial Position

Investment-grade balance sheet supports future growth

2.5X

Net Debt to

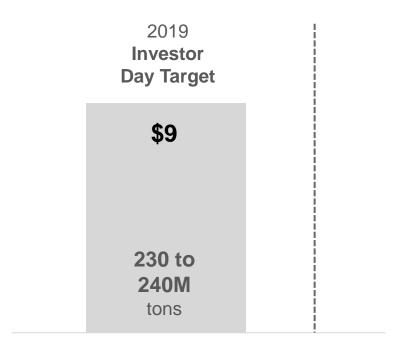
Adjusted EBITDA

11.4 years
Weighted-Average
Debt Maturity

3.9%Weighted-Average Interest Rate

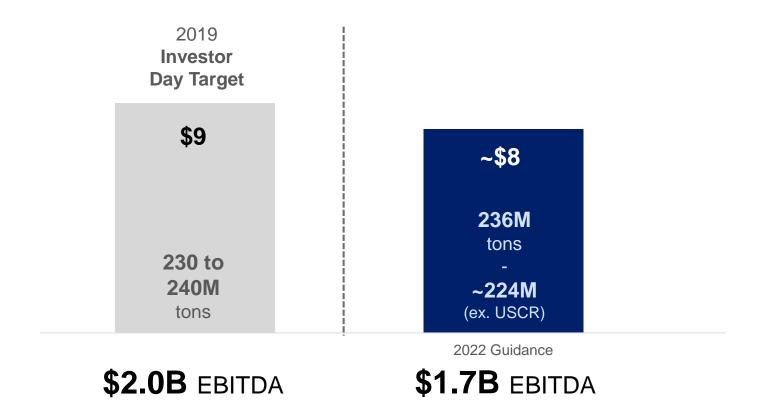
- Financial strength and flexibility to sustain and strengthen business operations
- Debt amount and structure appropriate to the asset base and through the cycle
- Capacity to fund growth and return capital

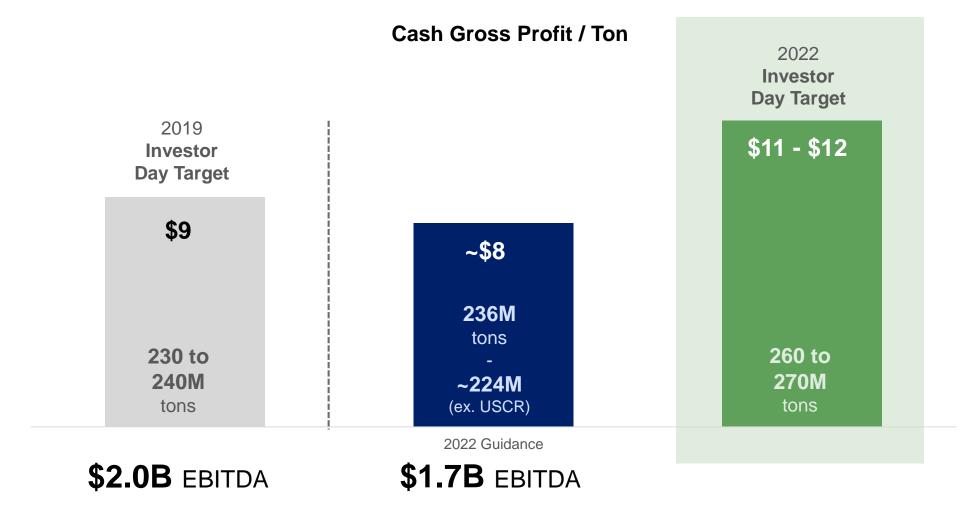
Cash Gross Profit / Ton

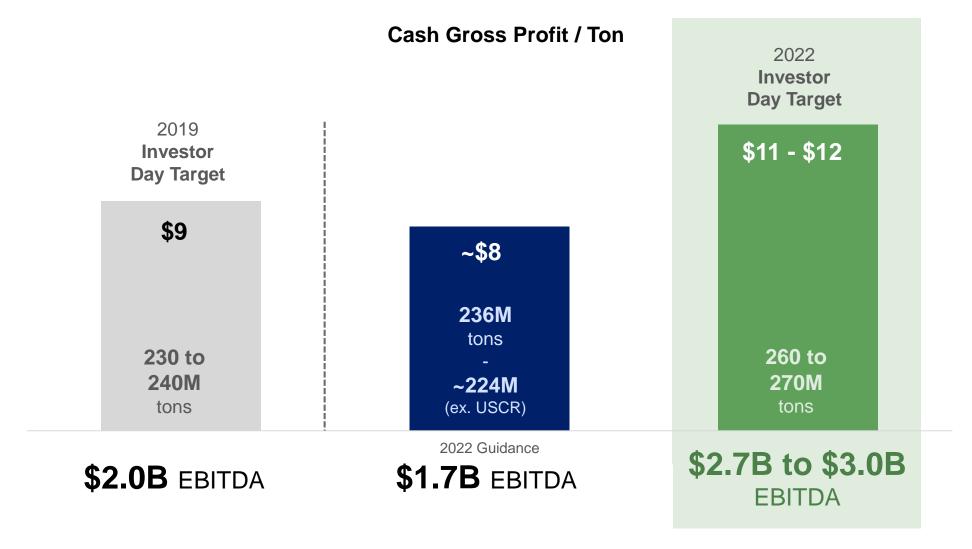


\$2.0B EBITDA

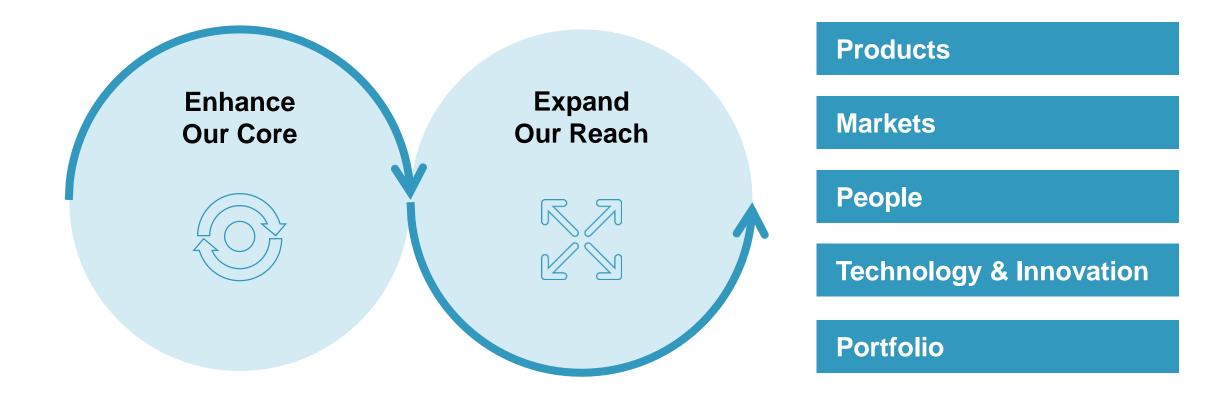
Cash Gross Profit / Ton







Best Investment Opportunity





Appendix - 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>	TTM	YTD	TTM
(dollars in millions)	Q2 2022	2017	Q2 2012
Net earnings (loss) attributable to Vulcan	\$ 594.0	\$ 601.2	\$ (78.2)
Income tax expense (benefit)	164.6	(232.1)	(56.9)
Interest expense, net	147.6	291.1	210.1
Loss (gain) on discontinued operations, net of tax	15.7	(7.8)	0.7
Depreciation, depletion, accretion and amortization	543.5	306.0	348.2
EBITDA	\$ 1,465.3	\$ 958.4	\$ 423.9
Gain on sale of real estate and businesses, net	-	(6.2)	(60.5)
Charges associated with divested operations	1.5	18.1	-
Business development	38.7	3.1	-
COVID-19 direct incremental costs	9.6	-	-
One time employee bonuses	-	6.7	-
Pension settlement charge	12.1	-	-
Restructuring charges	17.7	1.9	16.8
Recovery from legal settlement	-	-	(20.9)
Exchange offer costs	-		44.3
Adjusted EBITDA	\$ 1,545.1	\$ 981.9	\$ 403.7

Return on Invested Capital

We define "Return on Invested Capital" (ROIC) as Adjusted EBITDA for the trailing-twelve months divided by average invested capital (as illustrated below) during the trailing 5-quarters. Our calculation of ROIC is considered a non-GAAP financial measure because we calculate ROIC using the non-GAAP metric EBITDA. We believe that our ROIC metric is meaningful because it helps investors assess how effectively we are deploying our assets. Although ROIC is a standard financial metric, numerous methods exist for calculating a company's ROIC. As a result, the method we use to calculate our ROIC may differ from the methods used by other companies.

Return on Invested Capital (dollars in millions)	YTD 2021	YTD 2017
,		
Adjusted EBITDA	\$ 1,451.3	\$ 981.9
Property, plant & equipment	\$ 4,849.7	\$3,541.7
Goodwill	3,377.6	3,104.2
Other intangible assets	1,382.0	866.4
Fixed and intangible assets	\$ 9,609.3	\$7,512.3
Current assets	\$ 1,977.1	\$1,481.4
Less: Cash and cash equivalents	687.1	506.5
Less: Current tax	32.9	-
Adjusted current assets	1,257.1	974.9
Current liabilities	771.8	503.1
Less: Current maturities of long-term debt	112.8	114.5
Less: Short-term debt	-	-
Adjusted current liabilities	659.0	388.6
Adjusted net working capital	\$ 598.1	\$ 586.2
Average invested capital	\$10,207.4	\$8,098.5
Return on invested capital	14.2%	12.1%

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	June
(dollars in millions)	2022
Current maturities of long-term debt	\$ 0.5
Short-term debt	176.0
Long-term debt	3,873.7
Total debt	\$ 4,050.2
Less: Cash, cash equivalents, restricted cash	123.7
Net debt	\$ 3,926.5
Trailing-Twelve Months (TTM) Adjusted EBITDA	\$ 1,545.1
Total debt to TTM Adjusted EBITDA	2.6
Net debt to TTM Adjusted EBITDA	2.5

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.

Cash Gross Profit (in millions, except per ton data)	(TTM Q2 2022	YTD 2017	March 2022	March 2021	June 2022	June 2021
Gross profit	\$	1,343.4	\$ 854.5	\$ 119.4	\$ 116.8	\$ 152.9	\$ 136.3
DDA&A		406.2	245.2	34.4	27.1	37.7	28.1
Aggregates segment cash gross profit	\$ -	1,749.6	\$ 1,099.7	\$ 153.8	\$ 143.9	\$ 190.6	\$ 164.3
Units shipments - tons		234.7	 183.2	 21.4	 19.4	22.3	 20.1
Aggregates segment gross profit per ton	\$	5.72	\$ 4.66	\$ 5.57	\$ 6.03	\$ 6.85	\$ 6.76
Aggregates segment cash gross profit per ton	\$	7.45	\$ 6.00	\$ 7.18	\$ 7.43	\$ 8.54	\$ 8.16
Aggregates freight-adjusted sales price per ton	\$	15.41	\$ 13.06	\$ 15.61	\$ 14.76	\$ 16.53	\$ 15.05
Aggregates freight-adjusted cash cost of sales per ton	\$	7.96	\$ 7.06	\$ 8.43	\$ 7.33	\$ 7.99	\$ 6.89

