

Vulcan Materials CO  
Form 425  
April 26, 2012

FILED BY VULCAN MATERIALS COMPANY

PURSUANT TO RULE 425 UNDER THE SECURITIES ACT OF 1933

SUBJECT COMPANY: VULCAN MATERIALS COMPANY

COMMISSION FILE NO. 001-33841

**April 26, 2012**

**FOR IMMEDIATE RELEASE**

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**VULCAN ANNOUNCES STRONG EARNINGS IMPROVEMENT IN THE FIRST QUARTER OF 2012**

**Profit Enhancement Plan and Planned Asset Sale Initiatives Well Underway to Further Accelerate Earnings, Dividend Growth and Deleveraging**

**Birmingham, Alabama – April 26, 2012** – Vulcan Materials Company (NYSE:VMC), the nation's largest producer of construction aggregates, today announced significantly improved results for the first quarter ended March 31, 2012. The Company also provided an update on its initiatives designed to generate higher levels of earnings and cash flow.

**First Quarter 2012 Results Summary**

Net sales increased \$44 million, or 10 percent, from the prior year and gross profit increased \$29 million, reflecting sales growth in every segment and the favorable earnings effect of improved productivity and cost reduction. Gross profit as a percentage of net sales improved 600 basis points.

Unit shipments increased in every major product line from the prior year, including a 10 percent increase in aggregates shipments.

Aggregates segment revenues increased \$24 million reflecting higher shipments. Aggregates gross profit improved \$23 million, reflecting the higher shipments, as well as lower unit cost of sales due to improved productivity. All key labor and energy efficiency metrics for aggregates improved for the quarter, and more than offset an 11 percent increase in the unit cost of diesel fuel.

Gross profit from non-aggregates segments improved by \$6 million, reflecting cost reduction initiatives.

Selling, Administrative and General (SAG) expenses in the first quarter were \$13 million lower than the prior year due mainly to cost reduction initiatives undertaken in 2011.

Included in the first quarter 2012 results were charges related to the unsolicited offer by Martin Marietta Materials, Inc. and a gain on the sale of real estate in California. Included in the prior year's first quarter was an insurance arbitration award related to a lawsuit. Excluding these items, EBITDA increased to \$46 million in 2012 from \$5 million in the prior year's first quarter.

Adjusting for the aforementioned items, earnings from continuing operations were a loss of \$0.42 per diluted share as compared to a loss of \$0.62 per diluted share in the same period last year.

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Don James, Chairman and Chief Executive Officer, stated, "Our aggregates business delivered another quarter of strong improvement and the non-aggregates businesses continued to make progress. These results reflect the continued recovery of our markets and the benefits of the Company's powerful earnings leverage. In particular, higher aggregates shipments and lower unit cost of sales drove a 640 basis point improvement in Aggregates segment gross profit, as a percentage of segment revenues, and an 11 percent increase in cash earnings per ton. Demand for our products was solid during the quarter due primarily to public infrastructure projects and some recovery in private sector construction work. Results in the quarter were aided by favorable weather conditions. Our focus on improving earnings through price and cost leadership, and the continued execution of our Profit Enhancement Plan and Planned Asset Sales, position us to further benefit from a recovery in demand in 2012."

**Commentary on 1Q 2012 Segment Results**

First quarter Aggregates segment gross profit increased \$23 million from the prior year reflecting growth in shipments across almost all geographic markets. Aggregates shipments increased 10 percent from the prior year and, coupled with lower unit cost of sales, led to a sharp increase in Aggregates gross profit margin. Vulcan's Aggregates businesses in California and Virginia continued to achieve strong volume gains from the prior year. The Company's Aggregates businesses in eight other states also achieved double-digit volume gains over the prior year's first quarter, most notably key states of Florida, Texas, and Alabama. These increases were due mainly to large infrastructure project work – primarily highways – some improvement in private construction activity and favorable weather conditions. The average sales price for aggregates decreased 1 percent from the prior year's first quarter due mostly to a less favorable product mix. All key labor productivity and energy efficiency metrics improved from the prior year, more than offsetting an 11 percent increase in the unit cost for diesel fuel.

Asphalt Mix segment gross profit was a loss of less than \$1 million, approximating the prior year's break-even earnings. The average sales price for asphalt mix increased approximately 6 percent, offsetting most of the earnings effect of a 16 percent increase in liquid asphalt cost. Asphalt mix volumes increased 3 percent from the prior year's first quarter.

For the first quarter of 2012, Concrete segment gross profit was a loss of \$12 million versus a loss of \$14 million in the prior year. Ready-mixed concrete volumes increased 12 percent from the prior year. The average sales price increased 1 percent from the prior year, contributing to improved unit materials margin. Cement segment gross profit was \$1 million, an improvement of \$4 million from the prior year due to increased volumes and lower operating costs.

The following table summarizes the year-over-year (YoY) earnings improvement relative to revenue growth.

YoY Change in YoY

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Business	Segment Revenues <sup>(1)</sup>	Change in
Segments (Millions)		Gross Profit
Aggregates	\$24.0	\$23.3
Non-aggregates	\$20.9	\$5.8

<sup>(1)</sup> Includes intersegment sales and excludes delivery revenues



In addition, Vulcan continues to implement the Planned Asset Sales announced in February and the Company is pleased with the level of interest and activity surrounding the process. Sales will be made from a broad portfolio of assets that are not central to the Company's strategy. The Company continues to expect net proceeds of approximately \$500 million from the sale of assets by mid-2013.



**ADDITIONAL INFORMATION**

This document does not constitute an offer to buy or solicitation of an offer to sell any securities or a solicitation of any vote, consent or approval. In response to the unsolicited exchange offer commenced by Martin Marietta Materials, Inc., a North Carolina corporation ("Martin Marietta"), Vulcan Materials Company ("Vulcan") has filed a Solicitation/Recommendation statement on Schedule 14D-9 with the U.S. Securities and Exchange Commission ("SEC"). INVESTORS AND SECURITY HOLDERS OF VULCAN ARE URGED TO READ THE SOLICITATION / RECOMMENDATION STATEMENT AND OTHER DOCUMENTS FILED WITH THE SEC CAREFULLY IN THEIR ENTIRETY BECAUSE THEY CONTAIN IMPORTANT INFORMATION. Investors and security holders may obtain free copies of these documents and other documents filed with the SEC by Vulcan through the website maintained by the SEC at [www.sec.gov](http://www.sec.gov). Copies of the Solicitation/Recommendation Statement, any amendments and supplements to the Solicitation/Recommendation Statement and other Vulcan materials related to Martin Marietta's unsolicited offer will also be available for free under the "Investor Relations" tab of Vulcan's corporate website [www.vulcanmaterials.com](http://www.vulcanmaterials.com).







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Net loss per share	\$ (0.40	)	\$ (0.42	)
Weighted-average common shares outstanding:				
Basic	129,593		129,078	
Assuming dilution	129,593		129,078	
Cash dividends declared per share of common stock	\$ 0.01		\$ 0.25	
Depreciation, depletion, accretion and amortization	\$ 85,167		\$ 90,586	
Effective tax rate from continuing operations	40.2	%	36.7	%



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Long-term debt	2,669,752	2,680,677	2,427,596
Noncurrent deferred income taxes	704,166	732,528	807,029
Other noncurrent liabilities	615,421	618,239	534,418
Total liabilities	4,470,432	4,437,697	4,404,001
Equity:			
Common stock, \$1 par value	129,389	129,245	129,107
Capital in excess of par value	2,547,959	2,544,740	2,524,514
Retained earnings	1,281,080	1,334,476	1,416,486
Accumulated other comprehensive loss	(212,821 )	(216,844 )	(173,672 )
Total equity	3,745,607	3,791,617	3,896,435
Total liabilities and equity	\$ 8,216,039	\$ 8,229,314	\$ 8,300,436

(a) The March 31, 2011 balance sheet reflects corrections of errors related to current and deferred income taxes, which have a corresponding impact on retained earnings.











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Free cash flow deducts purchases of property, plant & equipment from net cash provided by operating activities.

(Amounts in  
thousands)

**Three Months  
Ended  
March 31**

2012      2011

Net cash provided by operating activities	\$29,144	\$44,050
Purchases of property, plant & equipment	(18,848)	(24,207)
Free cash flow	\$10,296	\$19,843

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Table F

**Reconciliation of Non-GAAP Measures (Continued)****EBITDA and Cash Earnings**

EBITDA is an acronym for Earnings Before Interest, Taxes, Depreciation and Amortization. Cash earnings adjusts EBITDA for net interest expense and current taxes.

	(Amounts in thousands)	
	Three Months Ended	
	March 31	2011
	2012	
Reconciliation of Net Loss to EBITDA and Cash Earnings		
Net loss	\$(52,053)	\$(54,733)
Benefit from income taxes	(38,397)	(37,430)
Interest expense, net	52,266	42,250
Earnings on discontinued operations, net of tax	(4,997 )	(9,889 )
EBIT	(43,181)	(59,802)
Plus: Depreciation, depletion, accretion and amortization	85,167	90,586
EBITDA	\$41,986	\$30,784
Less: Interest expense, net	(52,266)	(42,250)
Current taxes	8,626	(11,600)
Cash earnings	\$(1,654 )	\$(23,066)
Adjusted EBITDA		
EBITDA	\$41,986	\$30,784
Less: Recovery from legal settlement	-	25,546
Gain on sale of real estate	5,979	-
Exchange offer costs	(10,065)	-
Adjusted EBITDA	\$46,072	\$5,238

