

# 3Q18 Results Overview Investor Presentation

November 6, 2018



# Legal Disclaimer

## Forward-Looking Statements

This presentation includes “forward-looking statements” within the meaning of the federal securities laws, which involve risks and uncertainties. Forward-looking statements include all statements that do not relate solely to historical or current facts, and you can identify forward-looking statements because they contain words such as “believes,” “expects,” “may,” “will,” “should,” “seeks,” “intends,” “trends,” “plans,” “estimates,” “projects” or “anticipates” or similar expressions that concern our strategy, plans, expectations or intentions. All statements made relating to our estimated and projected earnings, margins, costs, expenditures, cash flows, growth rates and financial results are forward-looking statements. These forward-looking statements are subject to risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by such forward-looking statements. We derive many of our forward-looking statements from our operating budgets and forecasts, which are based upon many detailed assumptions. While we believe that our assumptions are reasonable, it is very difficult to predict the effect of known factors, and, of course, it is impossible to anticipate all factors that could affect our actual results. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by us or any other person that the results or conditions described in such statements or our objectives and plans will be realized. Important factors could affect our results and could cause results to differ materially from those expressed in our forward-looking statements, including but not limited to the factors discussed in the section entitled “Risk Factors” in Summit Materials, Inc.’s (“Summit Inc.”) Annual Report on Form 10-K for the fiscal year ended December 30, 2017 and Summit Inc.’s Quarterly Report on Form 10-Q for the fiscal quarter ended March 31, 2018, each as filed with the Securities and Exchange Commission (the “SEC”), any factors discussed in the section entitled “Risk Factors” in any of our subsequently SEC filings and the following: our dependence on the construction industry and the strength of the local economies in which we operate; the cyclical nature of our business; risks related to weather and seasonality; risks associated with our capital-intensive business; competition within our local markets; our ability to execute on our acquisition strategy, successfully integrate acquisitions with our existing operations and retain key employees of acquired businesses; our dependence on securing and permitting aggregate reserves in strategically located areas; declines in public infrastructure construction and delays or reductions in governmental funding, including the funding by transportation authorities and other state agencies; environmental, health, safety and climate change laws or governmental requirements or policies concerning zoning and land use; conditions in the credit markets; our ability to accurately estimate the overall risks, requirements or costs when we bid on or negotiate contracts that are ultimately awarded to us; material costs and losses as a result of claims that our products do not meet regulatory requirements or contractual specifications; cancellation of a significant number of contracts or our disqualification from bidding for new contracts; special hazards related to our operations that may cause personal injury or property damage not covered by insurance; our substantial current level of indebtedness; our dependence on senior management and other key personnel; supply constraints or significant price fluctuations in electricity and the petroleum-based resources that we use, including diesel fuel and liquid asphalt; unexpected operational difficulties; interruptions in our information technology systems and infrastructure; potential labor disputes; and rising prices for commodities, labor and other production and delivery costs as a result of inflation or otherwise. All subsequent written and oral forward-looking statements attributable to us, or persons acting on our behalf, are expressly qualified in their entirety by these cautionary statements. Any forward-looking statement that we make herein speaks only as of the date of this presentation. We undertake no obligation to publicly update or revise any forward-looking statement as a result of new information, future events or otherwise, except as required by law.

## Non-GAAP Financial Measures

Included in this presentation are certain non-GAAP financial measures, such as Adjusted EBITDA, Adjusted EBITDA Margin, Further Adjusted EBITDA, Adjusted Net Income (Loss), Adjusted (Diluted) Earnings Per Share, Adjusted Cash Gross Profit, Adjusted Cash Gross Profit Margin, Net Debt, Net Leverage and Free Cash Flow designed to complement the financial information presented in accordance with U.S. GAAP because management believes such measures are useful to investors. These non-GAAP financial measures should be considered only as supplemental to, and not superior to, financial measures provided in accordance with GAAP. Please refer to the appendix of this presentation for a reconciliation of the historical non-GAAP financial measures included in this presentation to the most directly comparable financial measures prepared in accordance with GAAP.

This presentation also includes certain unaudited financial information for the last twelve months (“LTM”) ended September 29, 2018, which is calculated as the nine months ended September 29, 2018 plus the actual or pro forma year ended December 30, 2017 less the actual or pro forma nine months ended September 30, 2017. This presentation is not in accordance with GAAP. However, we believe that this information is useful to investors as we use LTM financial information to evaluate our financial performance for ongoing planning purposes, including a continuous assessment of our financial performance in comparison to budgets and internal projections. In addition, we use such LTM financial information to test compliance with covenants under our senior secured credit facilities.

Reconciliations of the non-GAAP measures used in this presentation are included or described in the tables attached to 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.

# Conference Call Agenda

## Safe Harbor Disclosure

Brian Harris, CFO

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## Business Update

Tom Hill, CEO

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## Financial Update

Brian Harris, CFO

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## Conclusion & Outlook

Tom Hill, CEO

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## Q&A



**Business Update**  
**Tom Hill, CEO**

# 2018 Summary

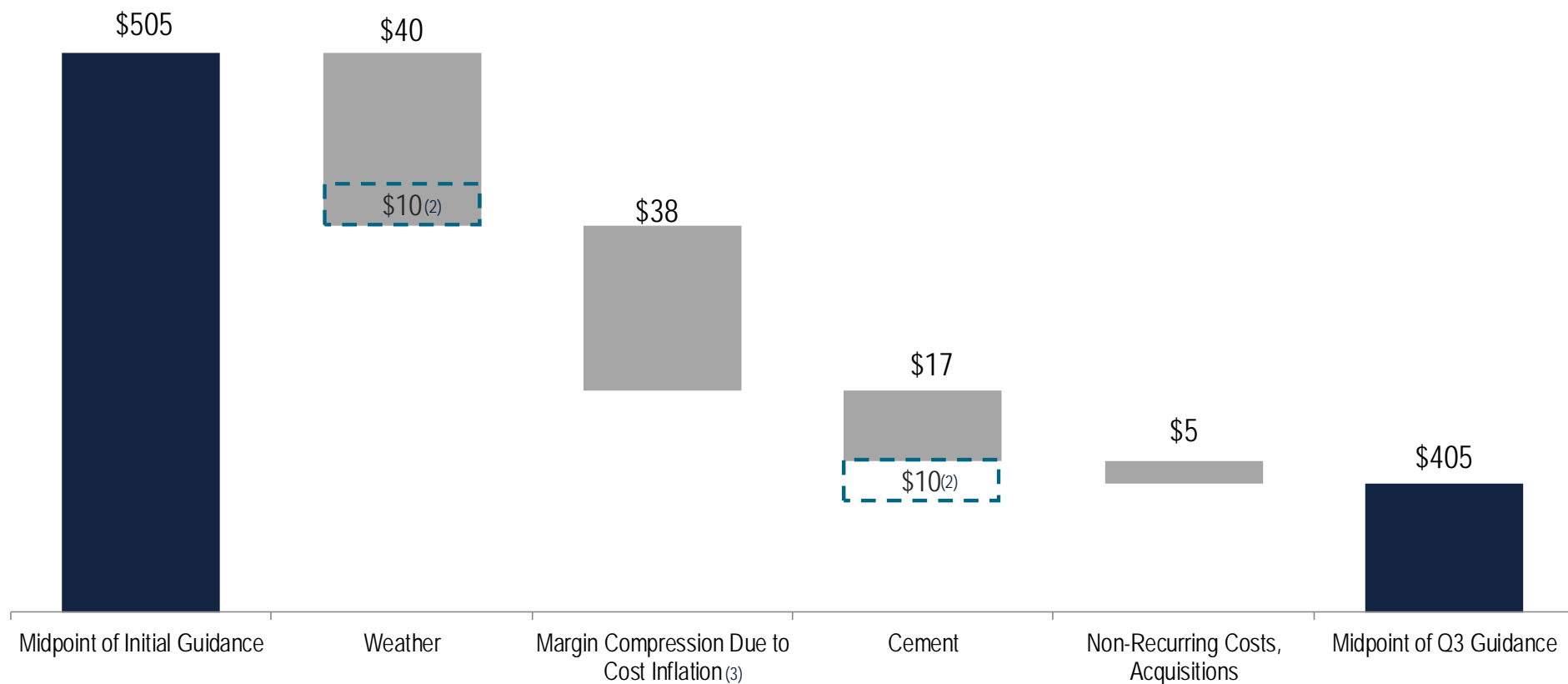
## Performance Impacted by Weather and Cost

- Net Revenue growth of 11.6% year-to-date supported by organic growth and acquisitions
- Adj. EBITDA decline of 2.7% year-to-date driven by weather, unrecovered cost increases and one-off impacts
- Weather accounted for almost half of the Adj. EBITDA shortfall from initial guidance
- Organic aggregate and product volume growth in Q3 but insufficient pricing gains to offset cost increases
- Cement Segment underperformed expectations on volume and price, but maintained margin due to productivity
- Completed 13 materials-based acquisitions for combined \$300M investment
- Reducing Adj. EBITDA guidance range to \$400M-410M

*Strong U.S. Economy Underpins Positive Long-Term Outlook*

# Updated 2018 Financial Guidance

Initial to Latest Adj. EBITDA Guidance Midpoint (\$MM)<sup>(1)</sup>



(1) Based on management estimates; non-recurring costs include acquisition integration costs, excess demurrage and one-time performance issues

(2) Weather presented inclusive of impact of weather on Cement segment of approximately \$10 million

(3) Reflects cost increase in excess of non-recurring costs, less pricing gains, for all non-cement lines of business

# Inclement Weather

## Slow Start to Year in Key Markets Compounded by Record Setting Fall Rain

### Major Weather Events

Event	Time Frame	Region Impacted	Comments
Upper Midwest Late, Cold, Wet Spring	Jan. - Apr.	Cement / East	Record-cold temperatures in April across central / eastern U.S.
Tropical Storm Gordon	Early Sept.	Cement / East	1st of 4 major storms to directly impact southeastern / central U.S. this Fall
Hurricane Florence	Late Sept.	East	Wettest hurricane on record in the Carolinas, >30" of precipitation
Houston Excessive Rain	Sept. - Oct.	West	~2.5x rain days in Sept-18 vs. '17 and ~70% > '14-'17 avg.
Central / Eastern Kansas Flooding	Sept. - Oct.	East	1st large scale flooding since 2007
Central / Northern Texas Flooding	Sept. - Oct.	West	Wettest DFW autumn record set 10/16 (autumn is Sept-Nov); 5th highest Lake Travis level
Hurricane Michael	Oct.	East	Category 4, strongest maximum sustained winds since Andrew (1992)
Northern Mississippi Flooding	Oct.	Cement	2nd time on record major flood stage reached at Davenport in October
Early Winter	Oct.	East / West	Very early snow in Kansas and Salt Lake
Hurricane Wilma	Oct.- Nov	Cement / East / West	Extensive late fall flooding throughout Texas

### Multiple Records Broken Throughout the Year

#### United States

- "September precipitation . . . marked the 3<sup>rd</sup> wettest September in the 124-year period of record." – NOAA

#### Upper Midwest & Great Lakes

- "Coldest and snowiest April on record . ." – Washington Post

#### Texas

- "Texas . . . had their wettest September on record" – NOAA NCEI
- "September 2018 was the third wettest month in state history" – Weather.com
- "Precipitation amounts were generally 125 to 400 percent of normal throughout the region, with some localized spots in Texas picking up more than 800 percent of normal rainfall . ." – NOAA NDMC

#### Minneapolis-Saint Paul

- YTD April precipitation up >130% vs. 2014-'17 average<sup>(1)</sup>
- "Snowiest April on record" – KARE11.com

#### Lexington

- Precipitation in 43 of 44 weeks through October<sup>(1)</sup>
- "Wettest September on record" – NOAA NWS

#### Dallas-Fort Worth

- "Wet September shatters 86-year record. . ." – Dallas Morning News

#### Houston

- 28 of 29 workable days (Mon-Sat) in September had rain forecast the prior day<sup>(2)</sup>

(1) Management calculations based on NOAA data

(2) Management calculation on NOAA data and phasing of thirteen week quarter

# Weather Impact

## Experienced Across All Regions

### Estimated Full Year Impact

#### Volume

- Summit markets disproportionately impacted by weather
  - TX, mid-continent and mid-Atlantic markets
- Extended bad weather significantly delayed product/services work

**\$20 – 25 million**

#### Price

- Cold, wet spring followed by record setting wet fall in many markets resulted in:
  - Inconsistent demand trends
  - Challenges achieving price realization

**~\$5 million**

#### Cost

- Reduced efficiency and productivity
- Increased energy costs

**\$10 – 15 million**

**Total**

**\$35 – 45 million**

**Some Activity Pushed Into 2019 . . . 3Q18 Asphalt and Construction Backlogs Up 10% and 8%, Respectively, Compared to 3Q17<sup>(1)</sup>**

(1) Asphalt volume and construction revenue in backlog



# Cost Pressure Continued, Outpacing Price

## Expect to Recover Margins in 2019

### Cost Inflation Continuing Through 2018, Outpacing Pricing

- Unexpected high level of cost inflation
  - Input cost increases flat to slightly down in 2016 & 2017
  - In 2018, costs expected to increase 7-8%
- Recovered costs in aggregates
- Products hit harder by inflationary cost increases
  - Product price announcements set in early 2018
  - Unable to recover subsequent cost acceleration

### Margin Recovery Expected in 2019 from Price & Productivity

#### **Pricing**

- Majority of price increases announced for 2019
- Increases higher than announced for 2018

#### **Productivity**

- Focus on productivity and cost saving measures
- Realize benefits of recent capital investments

#### **Energy**

- Hedging 60-70% of 2019 fuel needs
- Fuel surcharges

# Cement Segment Update

## Strong Productivity, but Underperformed Expectations on Price and Volume

### Why Has Cement Underperformed?

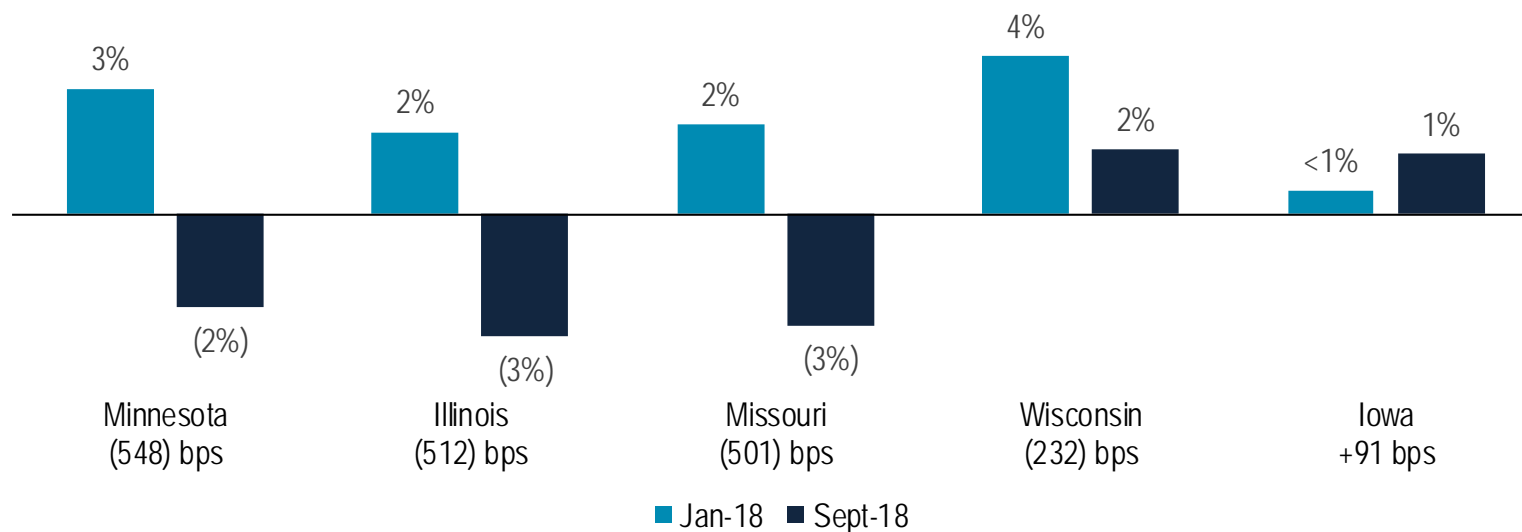
- Excellent productivity performance maintained margins
- Significant underperformance due to:
  - Weather
  - Competitive pressures
- Initial 2018 price outlook targeted \$4-6/ton but realized \$1/ton

### Outlook Remains Positive

- 2019 price announcements within a range of \$8-\$12 per ton
- Customers reporting stronger backlogs into 2019 vs. PY
- River region plants operating near capacity
- CCC plants running at world-class efficiency

### Weather Impacted SUM's Key Northern Cement Markets

Portland Cement Association's ("PCA") 2018 Forecasts Down Materially Since Start of Year

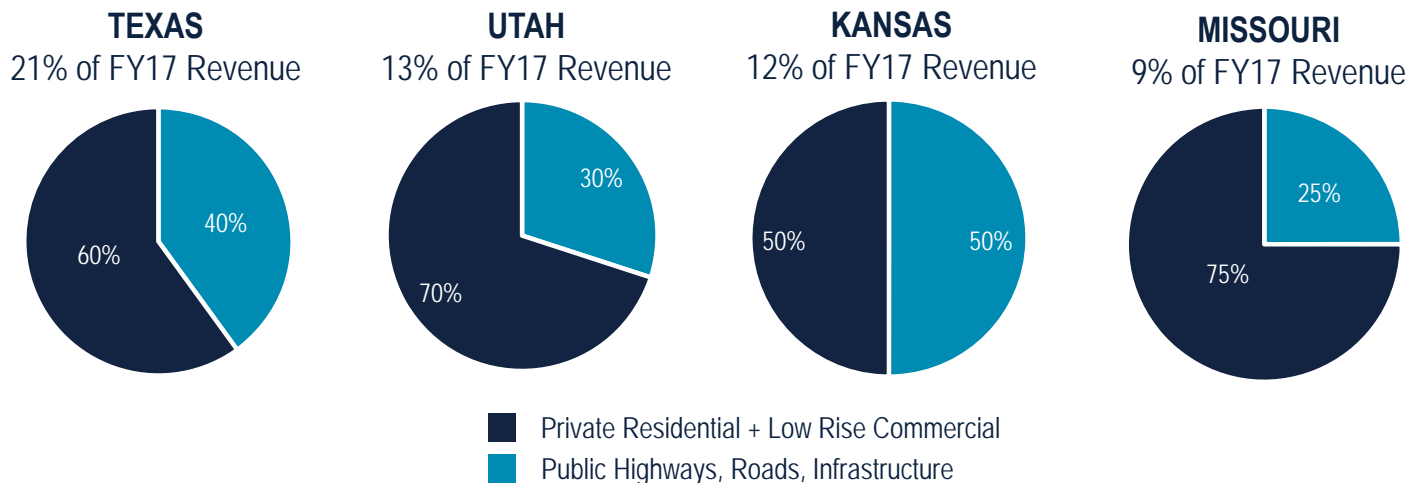


# Balanced Private-Public Revenue Profile

2/3 Residential/Low-Rise Commercial; 1/3 Public

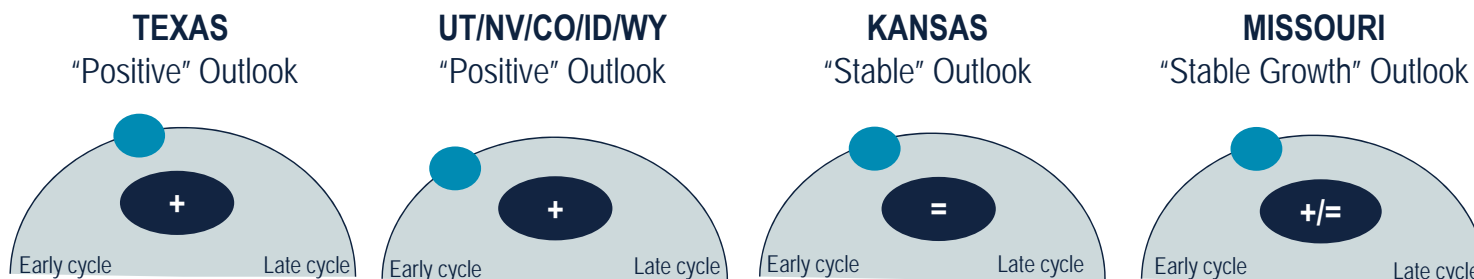
## SUM's Top 4 State Markets

Top 4 State Markets = 55% of Total Company Revenue in FY '17



## SUM's Top 4 Market Regions

Estimated Cycle Positioning (as of October 2018)



U.S. Aggregates Production is 28% Below Peak and Only 13% Above Trough<sup>(1)</sup>

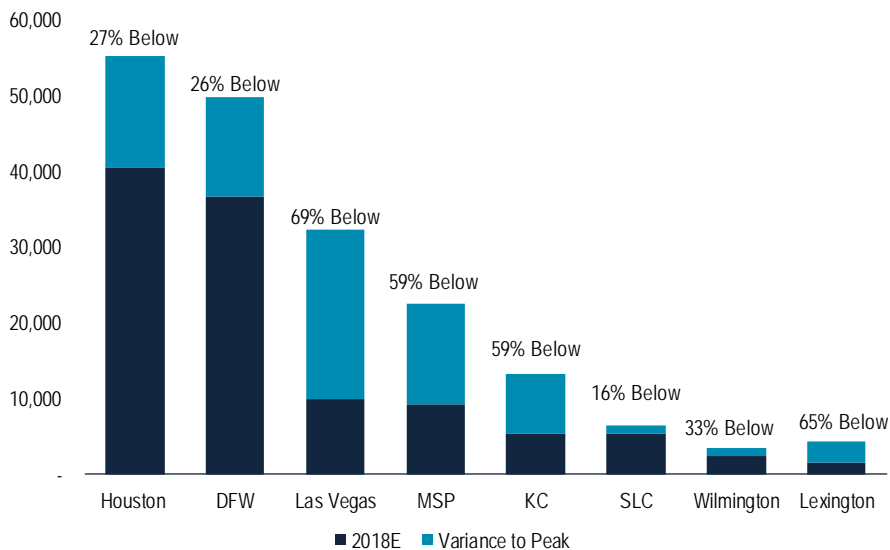
(1) Source: USGS (Crushed Stone and Sand & Gravel)

# Long-Term Residential Fundamentals Remain Intact

## Slow Recovery to Date, Select Markets Starting to Overheat . . . But Fundamentals Are In Place for Slow, Extended Growth<sup>(1)</sup>

- Mortgage rates nearing 5% are still very low relative to historical rates
- Permits, starts and sales remain below historical averages on a national level
- Home ownership remains below the historical average
- New housing demand exceeds new supply supported by low unemployment and pent up millennial demand
- Survey of housing industry executives reports most do not expect to reach 1.5 million permits until 2022+<sup>(1)</sup>

### Single Family Housing Starts/Permits In SUM Metro Markets Full-Year 2018E vs. Peak . . . Average of 41% Below<sup>(2)</sup>

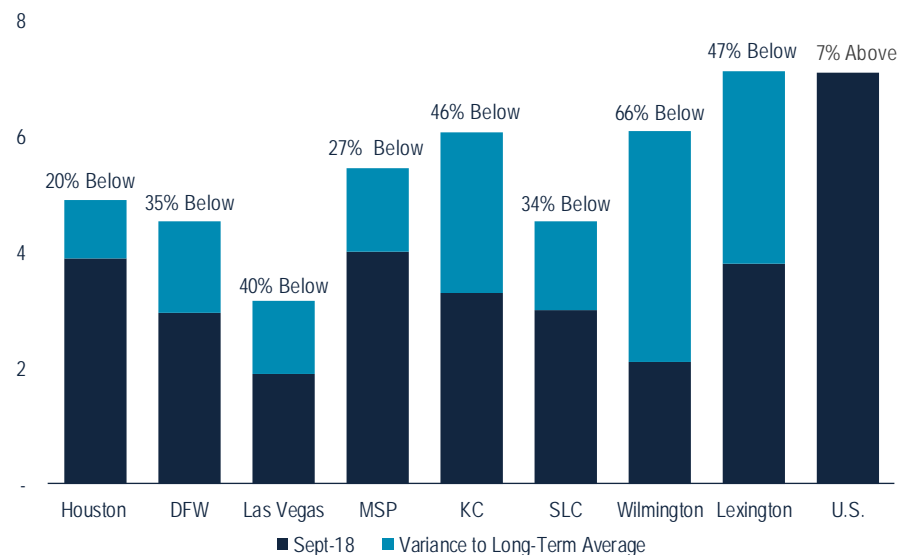


(1) Source: JBREC.

(2) Source: JBREC, Moody's.

(3) Source: JBREC, Federal Reserve Bank of St. Louis. Long-term averages vary by market (Minneapolis-Saint Paul and Lexington since 2007, all others since 2006).

### Estimated Months of Supply In SUM Metro Markets Sept-18 vs. Long-Term Average . . . Average of 39% Below<sup>(3)</sup>

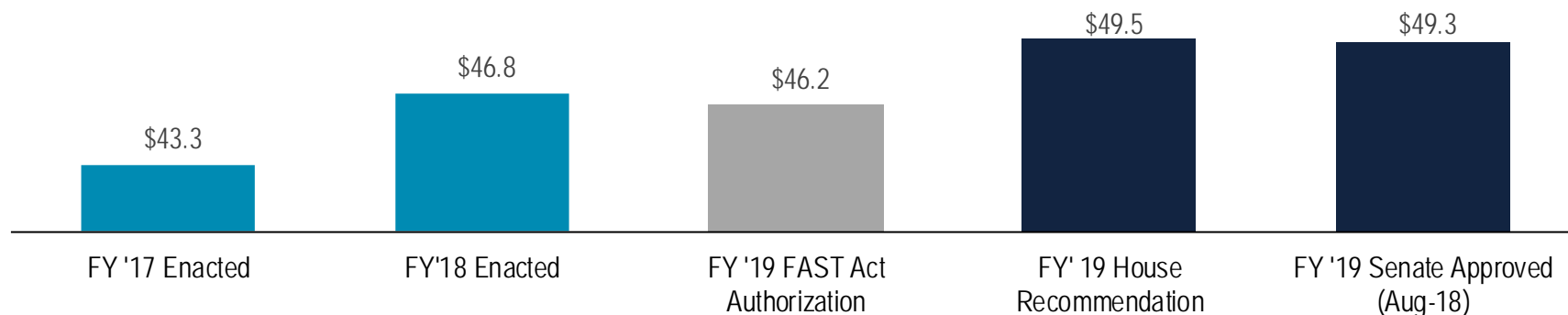


# Positive Outlook For Infrastructure Funding

## Increased Federal, State-Level Funding Into 2019

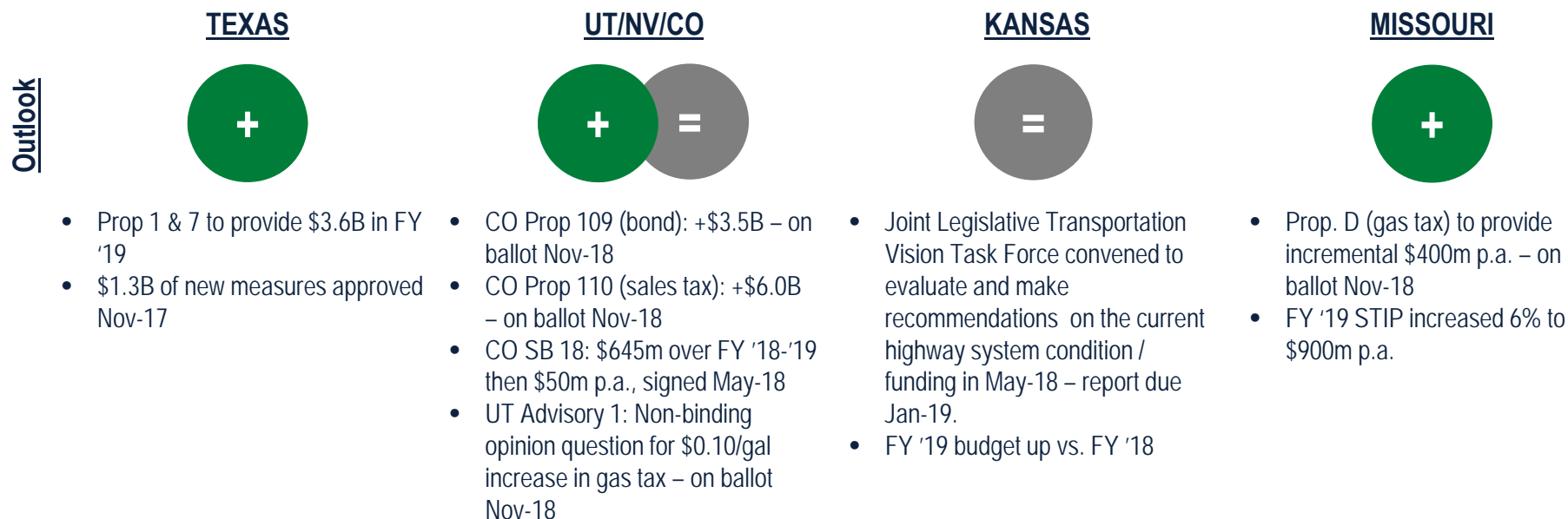
### Core Federal Highway Program Could See a 5-6% y/y Increase In FY '19 Funding

FY '19 Senate Approved vs. House Appropriations Committee and FAST Act Authorization<sup>(1)</sup>



### SUM's Top 4 Market Regions

Seeing Increased State/Local Funding In Our Footprint<sup>(1)(2)</sup>



(1) Source: FHWA, ARBTA, Bloomberg.

(2) Market point of view supported by state DOT STIP forecasts, Annual State Budgets and Company Estimates.

# Invested \$300 million Across 13 Acquisitions YTD 2018<sup>(1)</sup>

## Completed Two Aggregates-Based Transactions in October

### Building Scale + Market Coverage Through Materials-Based Acquisitions

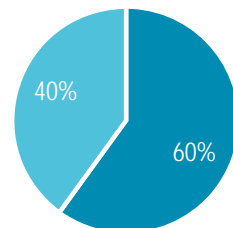
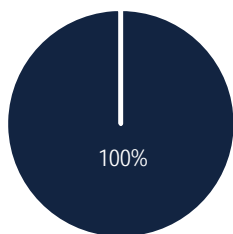
#### Acquisitions Since Last Update (August-18)

- Completed two aggregates-based transactions for \$72 million
  - Sand & gravel business serving attractive Sun Valley, ID area
  - Active quarry property in greater Atlanta area
    - >100 million tons of permitted reserves
    - Leased to third party through mid-2021

#### Walker Sand & Gravel

Idaho

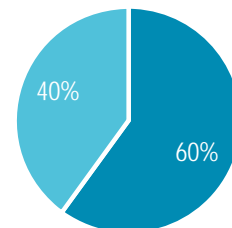
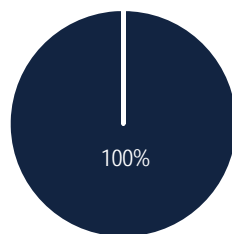
Aggregates



#### Aggregates Reserves

Georgia

Aggregates



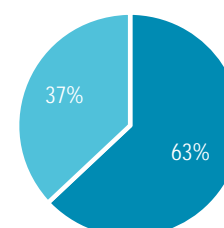
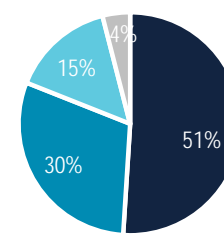
#### Acquisitions Through November 6, 2018

- Materials-based investments across multiple markets
- Strengthening local market positions
- Strong expected synergies

#### Total YTD 2018

Various

Aggregates, Products, Services



Markets

Asset Base

Line(s) of Business<sup>(2)</sup>

- Materials
- Products
- Services
- Other

End Markets<sup>(2)</sup>

- Private
- Public

(1) As of November 6, 2018

(2) Sourced from company research and estimates; line of business split on an EBITDA basis; end market split on a gross revenue basis or management estimate for aggregate reserves

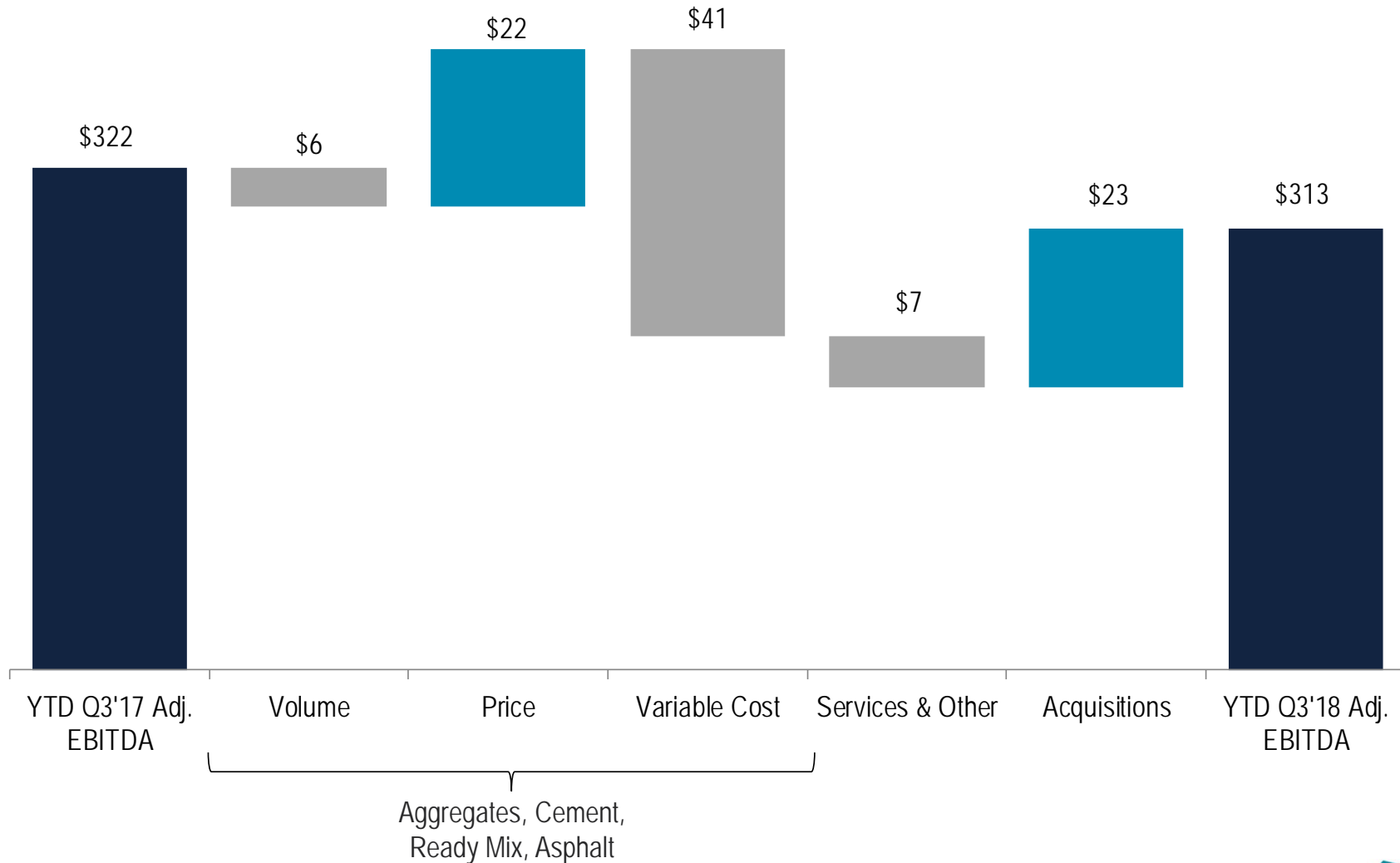


**Financial Update**  
**Brian Harris, CFO**

# Costs Outpaced Price/Volume

## Year-to-Date Q3'2018 Adj. EBITDA vs. Year-to-Date Q3'2017 Adj. EBITDA (\$MM)

While Increased Variable Costs Were Anticipated, Pace of Growth Exceeded Realized Price Increases

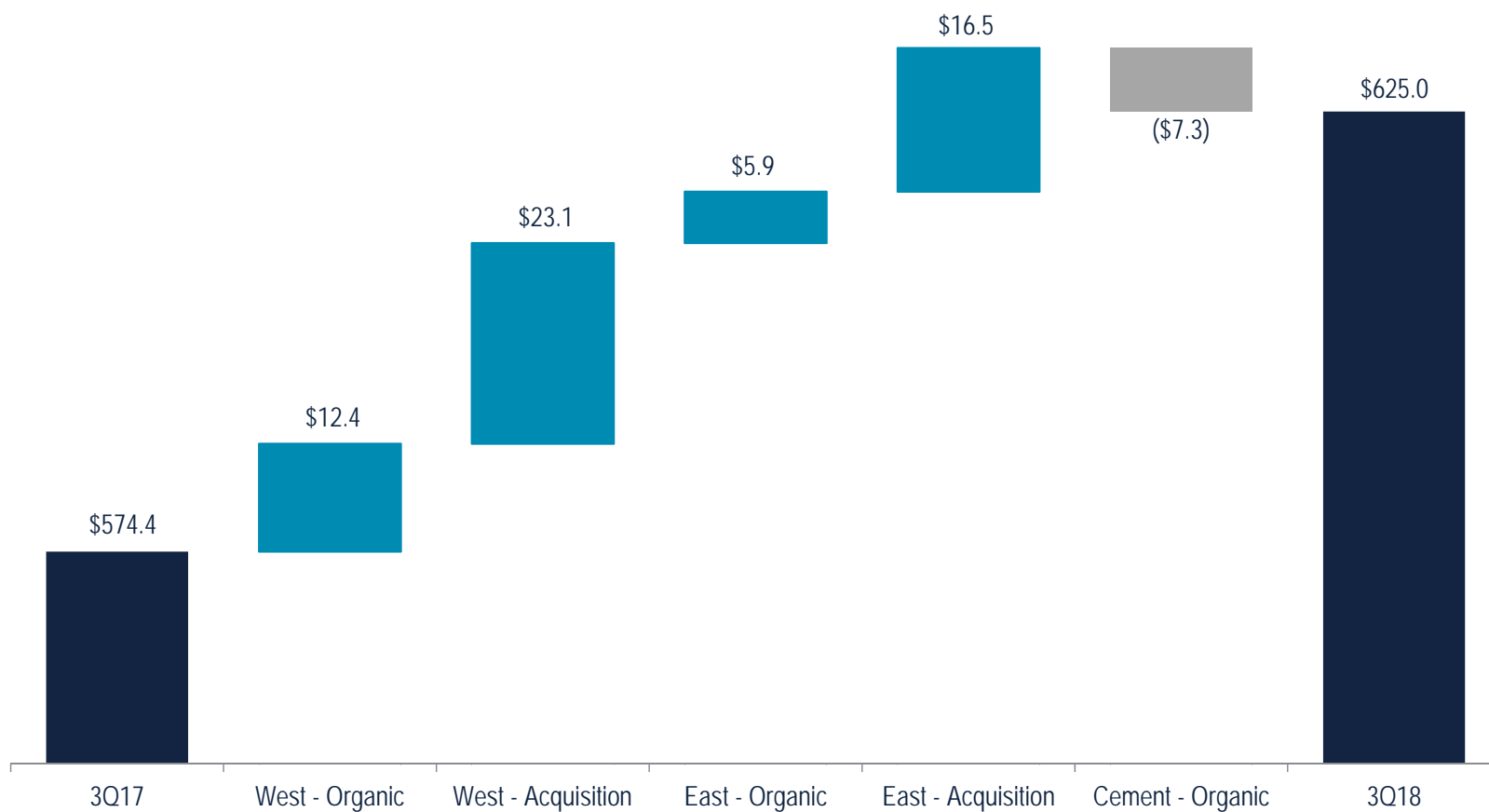




# Net Revenue Bridge

## Organic / Acquisition-Related Growth By Segment

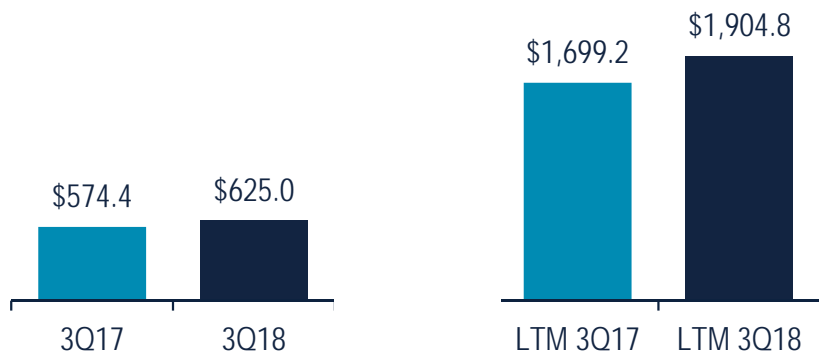
Net Revenue by Reporting Segment – 3Q17 vs. 3Q18 (\$MM)



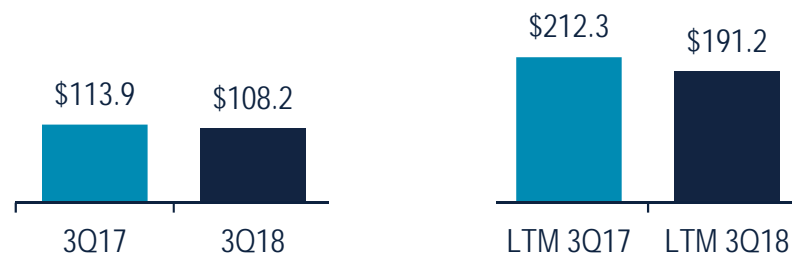
# Key Performance Indicators

## GAAP Financial Metrics

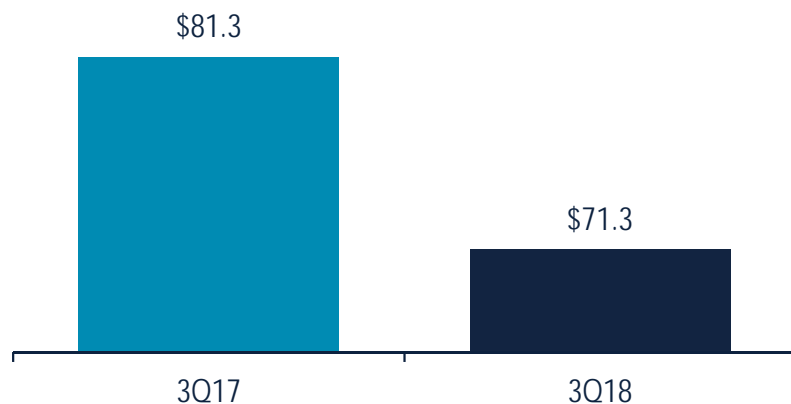
### Net Revenue (\$MM)



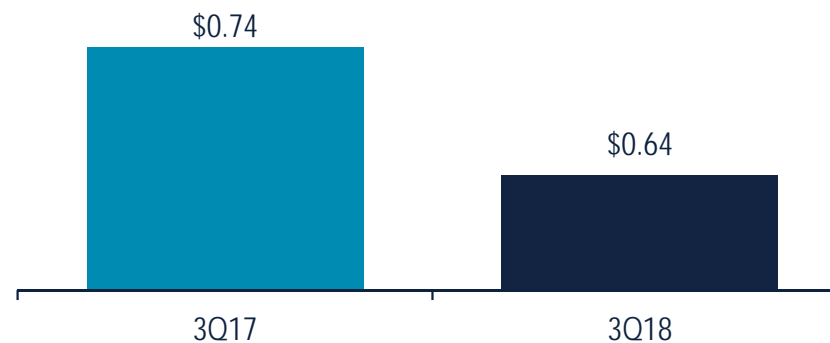
### Operating Income (\$MM)



### Net Income - Summit Inc. (\$MM)



### Basic Earnings Per Share<sup>(1)</sup>

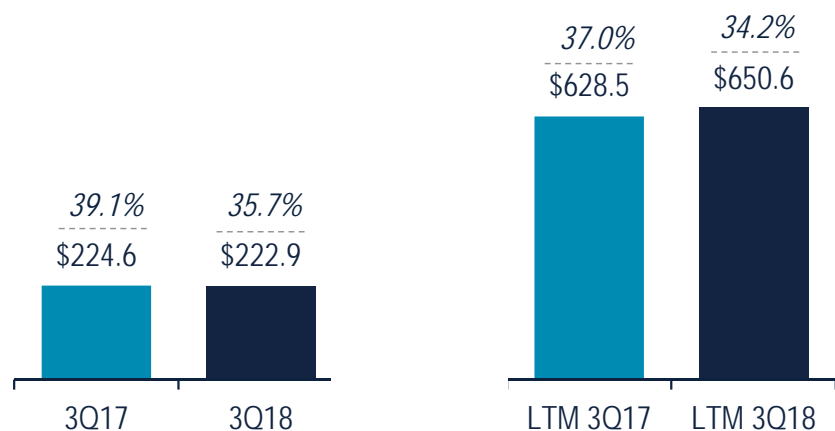


(1) Diluted share count includes all outstanding Class A common stock and LP Units not held by Summit Inc.

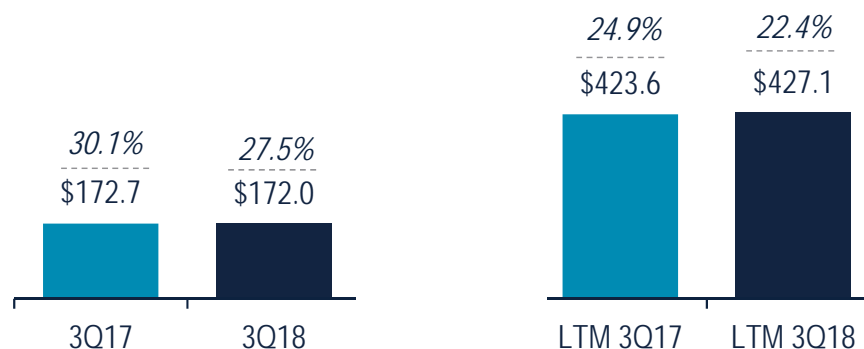
# Key Performance Indicators

## Non-GAAP Financial Metrics

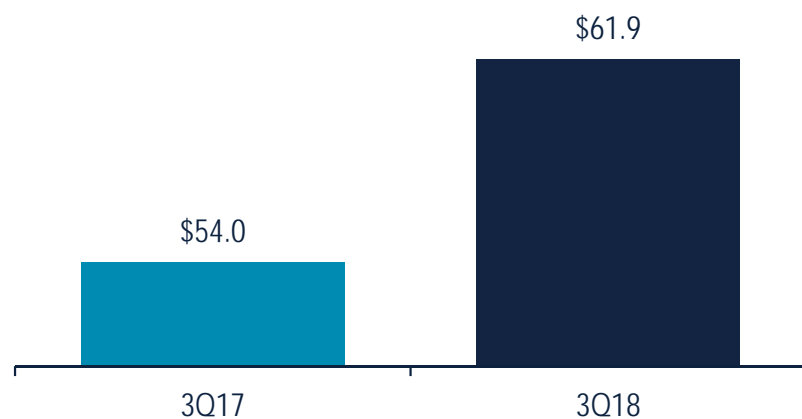
### Adj. Cash Gross Profit (\$MM) & Margin (%)<sup>(1,2)</sup>



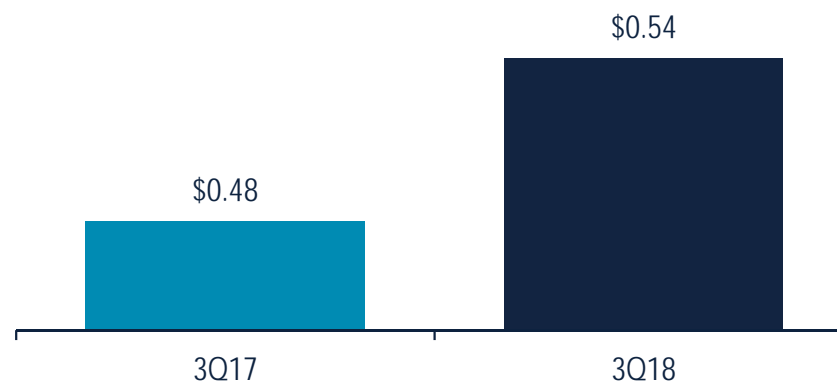
### Adj. EBITDA (\$MM) & Margin (%)<sup>(1,3)</sup>



### Adj. Diluted Net Income (\$MM)<sup>(1)</sup>



### Adj. Diluted Earnings Per Share<sup>(1,4)</sup>

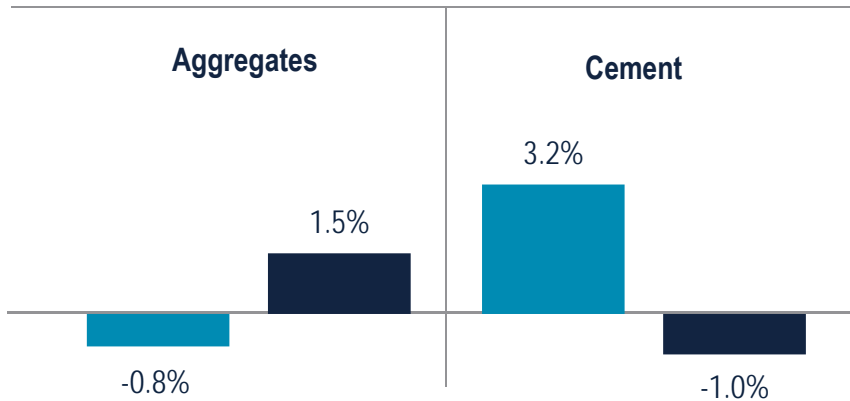


- (1) See appendix for reconciliation of these non-GAAP metrics to the most comparable GAAP metrics  
 (2) Adjusted Cash Gross Profit Margin defined as Adjusted Cash Gross Profit divided by Net Revenue  
 (3) Adjusted EBITDA Margin defined as Adjusted EBITDA divided by Net Revenue  
 (4) Adjusted diluted share count includes all outstanding Class A common stock and LP Units not held by Summit Inc.

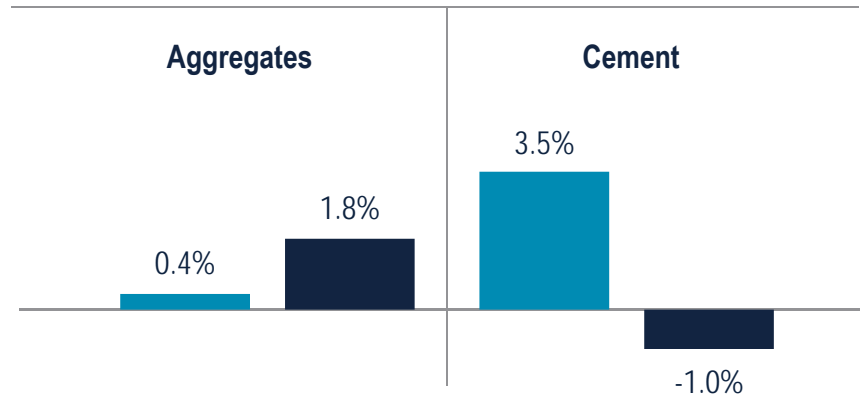
# Price & Volume Analysis

## 3Q Organic Volume Growth In Aggregates, RMX, Asphalt

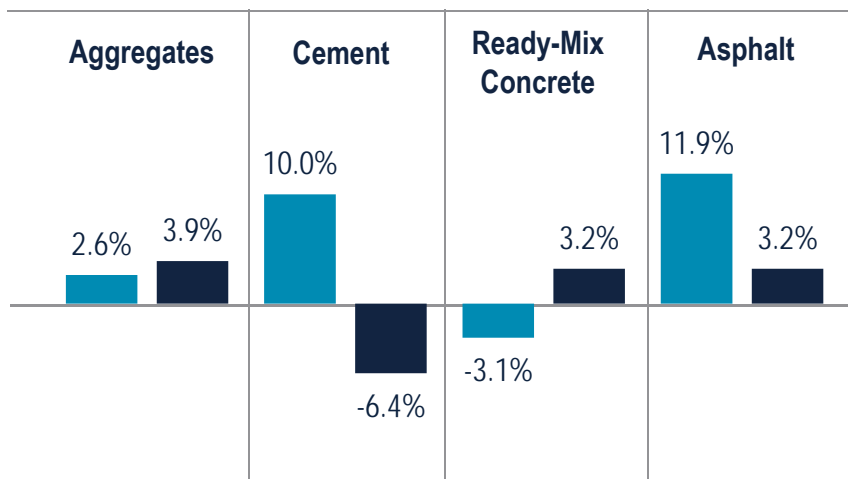
**Average Selling Price, Excluding Acquisitions**  
(year-over-year % change)



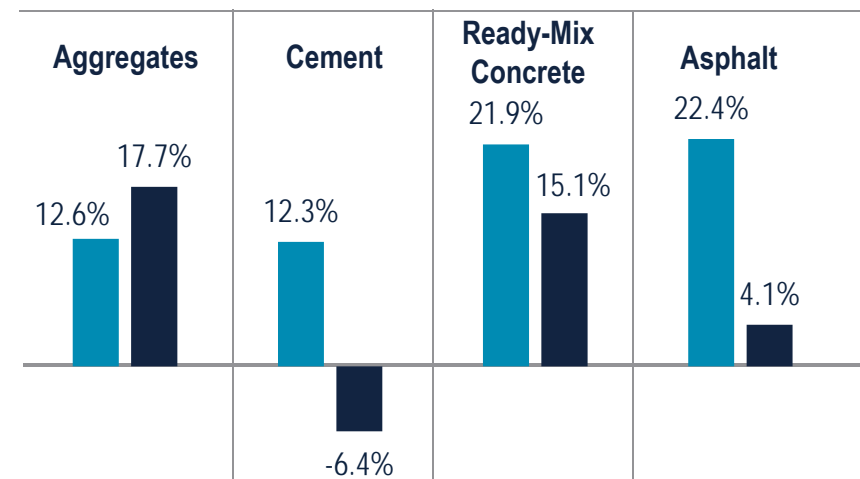
**Average Selling Price, Including Acquisitions**  
(year-over-year % change)



**Sales Volume, Excluding Acquisitions**  
(year-over-year % change)



**Sales Volume, Including Acquisitions**  
(year-over-year % change)

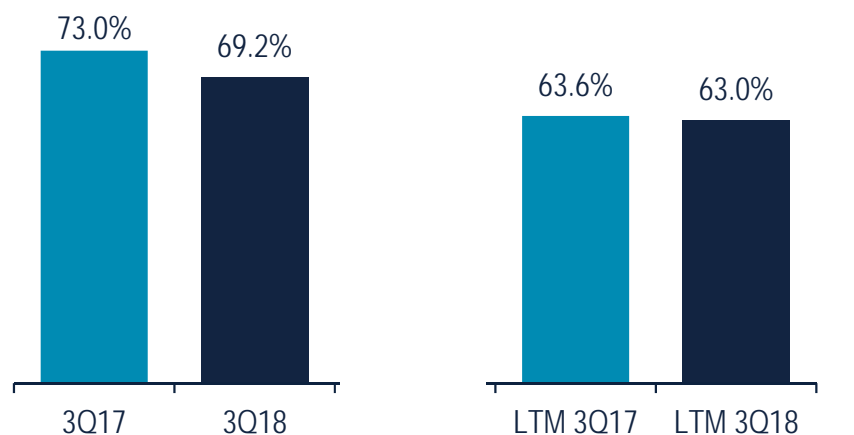


■ 3Q17    ■ 3Q18

# Adjusted Cash Gross Margin Scorecard

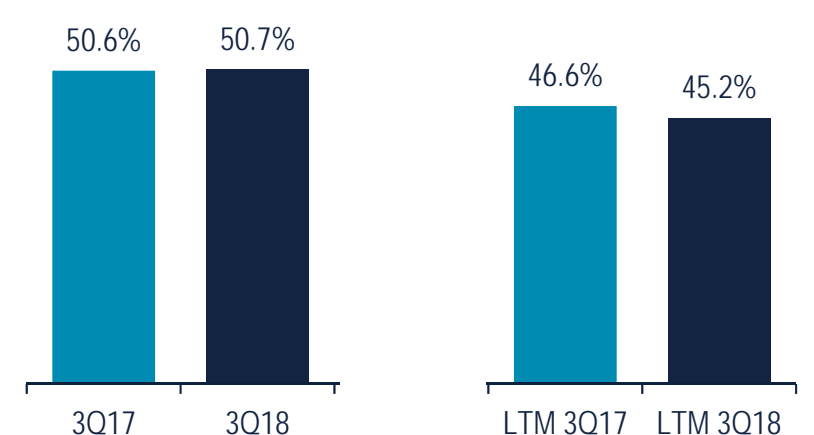
## Aggregates Business

Adjusted Cash Gross Profit Margin (%)<sup>(1,2)</sup>



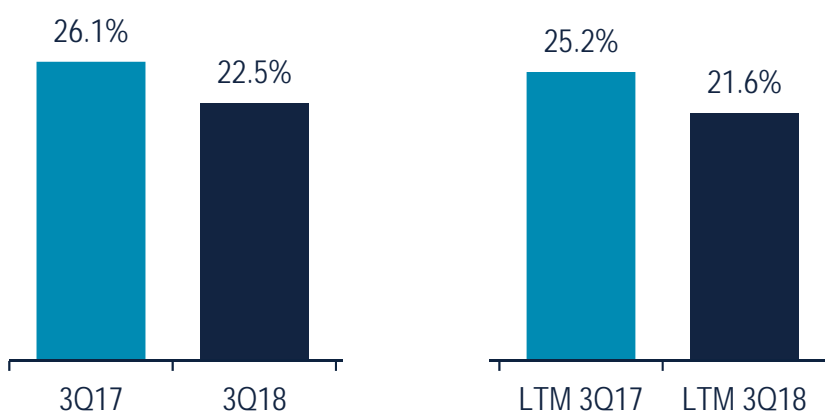
## Cement Segment

Adjusted Cash Gross Profit Margin (%)<sup>(1,2)</sup>



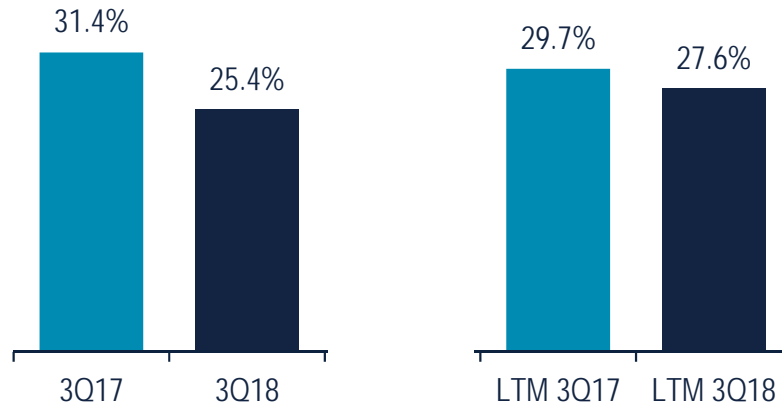
## Products Business

Adjusted Cash Gross Profit Margin (%)<sup>(1,2)</sup>



## Services Business

Adjusted Cash Gross Profit Margin (%)<sup>(1,2)</sup>

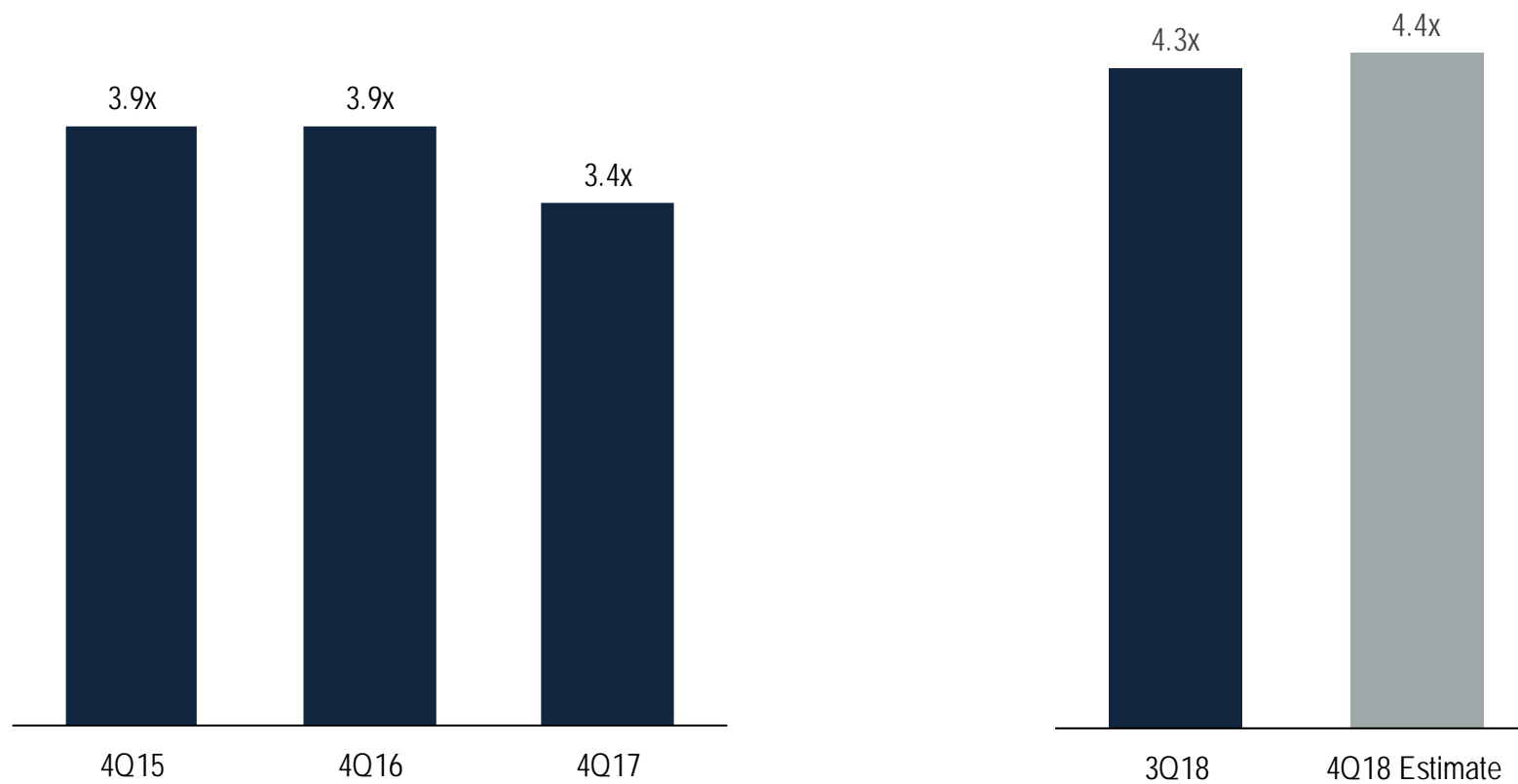


(1) See reconciliations of Adjusted Cash Gross Profit Margin in the appendix

(2) Adjusted Cash Gross Profit Margin is defined as Adjusted Cash Gross Profit divided by Net Revenue. In this presentation of the data, Adjusted Cash Gross Profit is calculated by line of business, less net cost of revenue by line of business

# Leverage Update

Anticipate Net Leverage of ~4.4x By Year-End 2018; Targeting Leverage Reduction in 2019



*We expect to reduce leverage through EBITDA recovery and disciplined use of capital.*

*Liquidity as of 3Q18 was \$285MM*



# Management Outlook & Conclusion

## Tom Hill, CEO

# Management Outlook

## Poised for Recovery

- To date in 2018, we have realized:
  - Organic aggregates and products volume growth
  - Several, high value-add acquisitions and organic investments

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- The year to date has been difficult and disappointing, due to:
  - Cost increases in excess of pricing gains
  - Several one-off, non-recurring expenses
  - Competitive pressures in cement
  - All compounded by extreme weather

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- In 2019, we expect:
  - Solid construction industry fundamentals to support underlying demand
  - Acceleration of price increases
  - Improved execution with reduced fixed cost base
  - Reduction in capital deployed
- We expect to achieve meaningful organic EBITDA growth in 2019

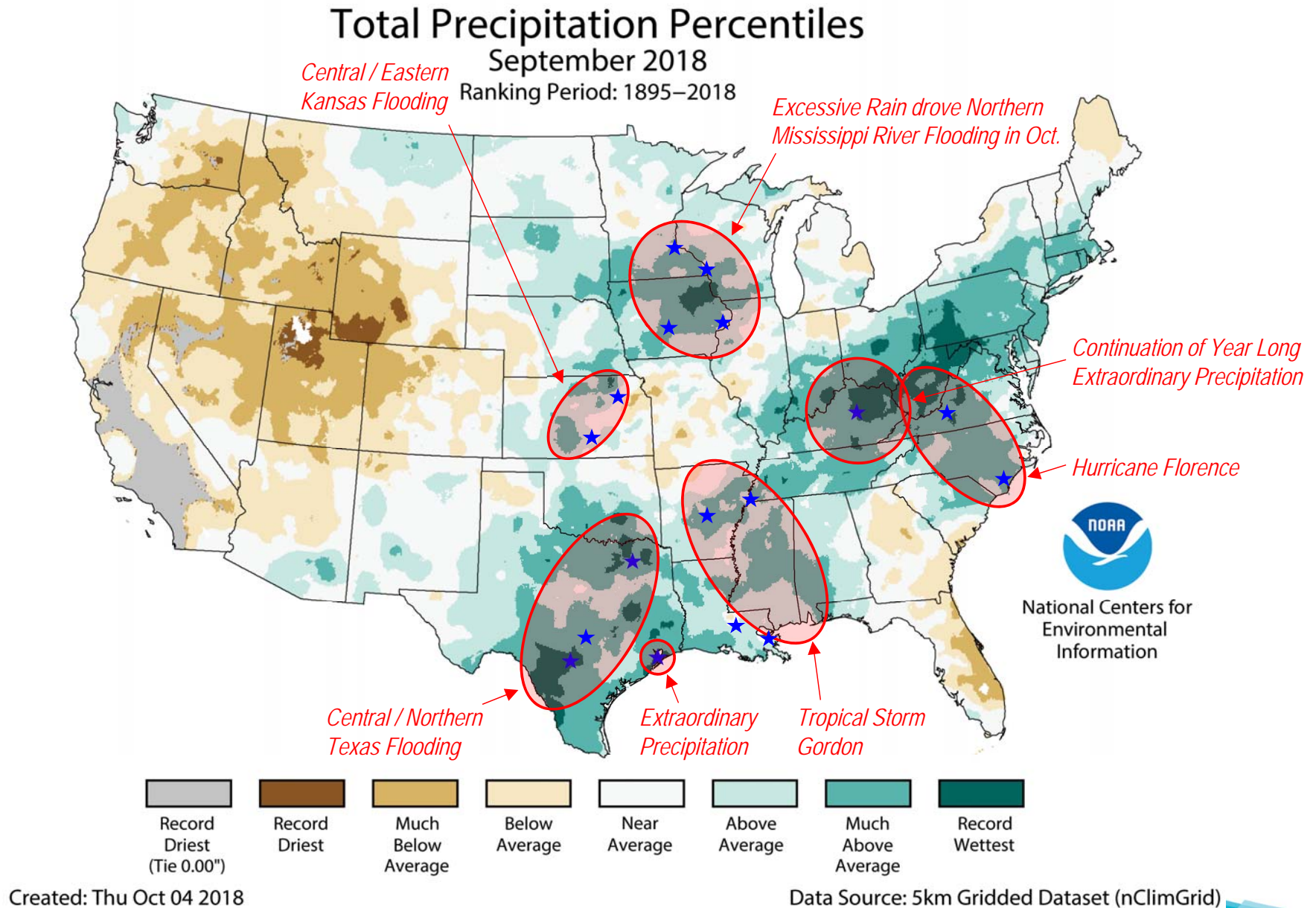
**Strong Local Positions Offering Integrated Materials, Products and Services  
Through the Vertical Chain**



# APPENDIX

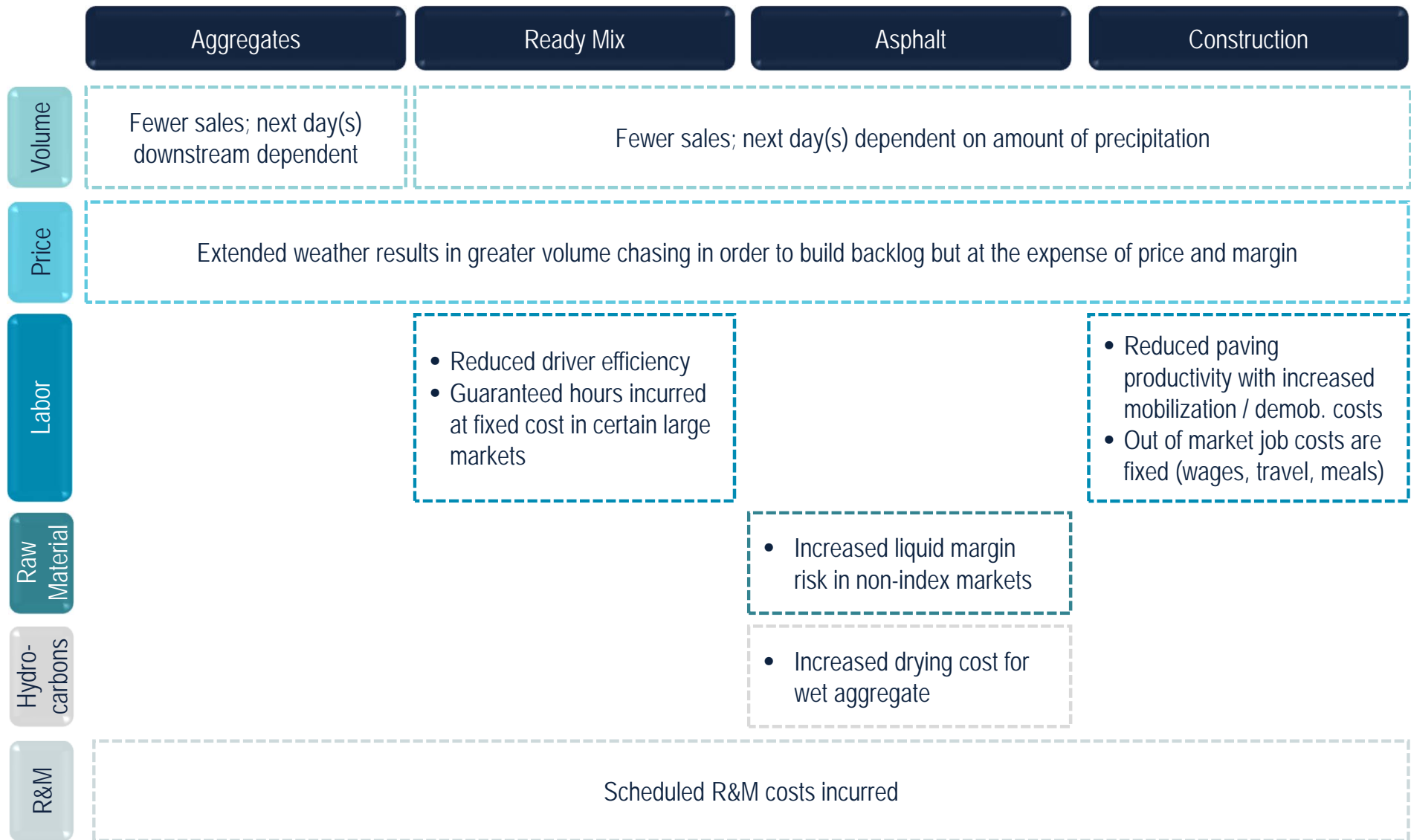
# EXHIBIT 1

## Severe Weather Events in September



# EXHIBIT 2

## Weather Impacts Down the P&L, Across All Lines of Business



*Weather results in lower nominal profit and margin compression*

# EXHIBIT 3

## Capital Structure Overview – 76.5% Fixed / 23.5% Floating

(\$ in Millions)	Q3 '17	Q4 '17	Q1 '18	Q2 '18	Q3 '18	Int. Rates (2)	Maturity
Cash	\$287.1	\$383.6	\$178.3	\$50.4	\$64.9	2.20%	n/a
Debt:							
Revolver (1)	--	--	--	--	--	5.61%	Mar-2020
Senior Secured Term Loans	\$635.4	\$635.4	\$633.8	\$632.2	\$630.6	4.24%	Nov-2024
Capital Leases and Other	\$37.4	\$35.7	\$44.1	\$45.9	\$42.8	3.50%	Various
Senior Secured Debt	\$672.7	\$671.1	\$677.9	\$678.1	\$673.4	4.19%	
Acq.-related Liab.	\$53.3	\$63.8	\$59.9	\$38.3	\$36.8	11.00%	Various
5.125% Senior Notes	\$300.0	\$300.0	\$300.0	\$300.0	\$300.0	5.125%	Jun-2025
8.5% Senior Notes	\$250.0	\$250.0	\$250.0	\$250.0	\$250.0	8.50%	Apr-2022
6.125% Senior Notes	\$650.0	\$650.0	\$650.0	\$650.0	\$650.0	6.125%	Jul-2023
Senior Unsecured Debt	\$1,253.3	\$1,263.8	\$1,259.9	\$1,238.3	\$1,236.8	6.51%	
<b>Total Debt</b>	<b>\$1,926.0</b>	<b>\$1,934.9</b>	<b>\$1,937.8</b>	<b>\$1,916.3</b>	<b>\$1,910.3</b>	<b>5.69%</b>	
<i>Net Debt</i>	<b>\$1,639.0</b>	<b>\$1,551.4</b>	<b>\$1,759.5</b>	<b>\$1,865.9</b>	<b>\$1,845.3</b>		
LTM Further Adj. EBITDA	\$449.0	\$452.7	\$450.2	\$439.2	\$432.7		
<b>Net Senior Secured Leverage</b>	<b>0.9x</b>	<b>0.6x</b>	<b>1.1x</b>	<b>1.4x</b>	<b>1.4x</b>		
<b>Total Net Leverage</b>	<b>3.7x</b>	<b>3.4x</b>	<b>3.9x</b>	<b>4.3x</b>	<b>4.3x</b>		

(1) Revolver Capacity post-usage for (undrawn) Letters of Credit was \$219.6 million as of 9/29/18; total liquidity includes undrawn availability plus cash  
 (2) All rates as of 9/29/18; the Cash Rate is our money-market cash-equivalent investment; Capital Leases & Acquisition-Related Liabilities are estimated

# EXHIBIT 4

## Reconciliation of Operating Income to Adjusted Cash Gross Profit

Reconciliation of Operating Income to Adjusted Cash Gross Profit (\$ in thousands)	Three months ended		Nine months ended			Twelve months ended			
	September 29,	September 30,	September 29,	September 30,	October 1,	December 30,	December 31,	September 29,	September 30,
	2018	2017	2018	2017	2016	2017	2016	2018	2017
Operating income	\$ 108,167	\$ 113,911	\$ 133,921	\$ 163,571	\$ 105,901	\$ 220,877	\$ 154,662	\$ 191,227	\$ 212,332
General and administrative expenses	59,457	59,175	190,975	175,729	184,956	242,670	243,512	257,916	234,285
Depreciation, depletion, amortization and accretion	53,974	48,969	150,663	133,756	109,195	179,518	149,300	196,425	173,861
Transaction costs	1,260	2,581	3,817	6,474	5,290	7,733	6,797	5,076	7,981
Adjusted Cash Gross Profit (exclusive of items shown separately)	\$ 222,858	\$ 224,636	\$ 479,376	\$ 479,530	\$ 405,342	\$ 650,798	\$ 554,271	\$ 650,644	\$ 628,459
Adjusted Cash Gross Profit Margin (exclusive of items shown separately) (1)	35.7%	39.1%	32.7%	36.6%	36.8%	37.1%	37.2%	34.2%	37.0%

(1) Adjusted Cash Gross Profit Margin defined as Adjusted Cash Gross Profit divided by Net Revenue

# EXHIBIT 5

## Reconciliation of Gross Revenue to Net Revenue by LOB

### Three months ended September 29, 2018

	Volumes	Pricing	Gross Revenue by Product	Intercompany Elimination/Delivery	Net Revenue
Aggregates	14,116	\$ 10.41	\$ 146,913	\$ (37,292)	\$ 109,621
Cement	796	112.03	89,224	(1,315)	87,909
Materials			\$ 236,137	\$ (38,607)	\$ 197,530
Ready-mix concrete	1,519	108.75	165,204	(337)	164,867
Asphalt	2,212	56.34	124,622	48	124,670
Other Products			116,410	(90,655)	25,755
Products			\$ 406,236	\$ (90,944)	\$ 315,292

### Nine months ended September 29, 2018

	Volumes	Pricing	Gross Revenue by Product	Intercompany Elimination/Delivery	Net Revenue
Aggregates	36,081	\$ 10.20	\$ 368,005	\$ (87,244)	\$ 280,761
Cement	1,770	113.37	200,704	(3,265)	197,439
Materials			\$ 568,709	\$ (90,509)	\$ 478,200
Ready-mix concrete	4,164	107.69	448,442	(952)	447,490
Asphalt	4,173	55.35	230,962	(216)	230,746
Other Products			287,069	(213,909)	73,160
Products			\$ 966,473	\$ (215,077)	\$ 751,396

# EXHIBIT 6

## Reconciliation of Net Income (Loss) to Further Adjusted EBITDA

(\$ in millions)	Three months ended		Nine months ended		Last Twelve Months Ended (1)													
	September 29,	September 30,	September 29,	September 30,	September 29,	June 30,	March 31,	December 30,	September 30,	July 1,	April 1,	December 31,	October 1,	July 2,	April 2,	January 2,	December 27,	December 28,
	2018	2017	2018	2017	2018	2018	2018	2017	2017	2017	2017	2016	2016	2016	2016	2016	2014	2013
Net income (loss)	\$ 74	\$ 84	\$ 55	\$ 81	\$ 99	\$ 110	\$ 125	126	\$ 87	\$ 64	\$ 34	\$ 46	\$ 87	\$ 60	\$ 39	\$ 1	\$ (6)	\$ (104)
Interest expense	29	29	87	80	115	115	112	109	105	101	101	98	95	90	82	85	87	56
Income tax expense (benefit)	21	(498)	16	(497)	229	(290)	(299)	(284)	(494)	5	1	(5)	(14)	(18)	(22)	(18)	(7)	(3)
Depreciation, depletion, amortization, and accretion expense	54	49	151	134	197	192	187	180	174	164	157	149	142	136	126	120	88	73
IPO/ Legacy equity modification costs	-	-	-	-	-	-	-	-	-	13	37	37	37	25	-	28	-	-
Loss on debt financings	-	-	-	-	5	5	5	5	-	-	-	-	7	40	71	72	-	3
Gain on sale of business	(12)	-	(12)	-	(12)	-	-	-	-	-	-	-	-	-	-	-	-	-
Goodwill impairment	-	-	-	-	-	-	-	0	-	-	-	-	-	-	-	-	-	68
Tax receivable agreement expense	-	502	-	503	(232)	269	271	271	518	17	15	15	-	-	-	-	-	-
Acquisition transaction expenses	1	3	4	6	5	6	8	8	8	7	5	7	7	5	11	10	9	4
Non-cash compensation	6	4	20	14	27	26	25	21	18	17	15	13	10	8	7	5	2	2
Other (2)	(1)	-	(8)	1	(6)	(5)	(6)	-	8	9	12	11	(11)	(12)	(17)	(15)	16	31
<b>Adjusted EBITDA</b>	<b>\$ 172</b>	<b>\$ 173</b>	<b>\$ 313</b>	<b>\$ 322</b>	<b>\$ 427</b>	<b>\$ 428</b>	<b>\$ 428</b>	<b>\$ 436</b>	<b>\$ 424</b>	<b>\$ 397</b>	<b>\$ 377</b>	<b>\$ 371</b>	<b>\$ 360</b>	<b>\$ 334</b>	<b>\$ 297</b>	<b>\$ 288</b>	<b>\$ 189</b>	<b>\$ 130</b>
EBITDA for certain completed acquisitions (3)					6	11	22	17	25	25	21	11	19	26	43	20	23	(2)
<b>Further Adjusted EBITDA (4)</b>					<b>\$ 433</b>	<b>\$ 439</b>	<b>\$ 450</b>	<b>\$ 453</b>	<b>\$ 449</b>	<b>\$ 422</b>	<b>\$ 398</b>	<b>\$ 382</b>	<b>\$ 379</b>	<b>\$ 360</b>	<b>\$ 340</b>	<b>\$ 308</b>	<b>\$ 212</b>	<b>\$ 128</b>
<b>Net Revenue</b>	<b>\$ 625</b>	<b>\$ 574</b>	<b>\$ 1,464</b>	<b>\$ 1,312</b>	<b>\$ 1,905</b>	<b>\$ 1,854</b>	<b>\$ 1,783</b>	<b>\$ 1,752</b>	<b>\$ 1,699</b>	<b>\$ 1,605</b>	<b>\$ 1,539</b>	<b>\$ 1,488</b>	<b>\$ 1,460</b>	<b>\$ 1,406</b>	<b>\$ 1,323</b>	<b>\$ 1,290</b>	<b>\$ 1,071</b>	<b>\$ 824</b>
<b>Adjusted EBITDA Margin (5)</b>	<b>27.5%</b>	<b>30.1%</b>	<b>21.4%</b>	<b>24.5%</b>	<b>22.4%</b>	<b>23.1%</b>	<b>24.0%</b>	<b>24.9%</b>	<b>24.9%</b>	<b>24.7%</b>	<b>24.5%</b>	<b>25.0%</b>	<b>24.6%</b>	<b>23.7%</b>	<b>22.5%</b>	<b>22.3%</b>	<b>17.7%</b>	<b>15.8%</b>
<b>Net Debt</b>					<b>\$ 1,845</b>	<b>\$ 1,866</b>	<b>\$ 1,760</b>	<b>\$ 1,551</b>	<b>\$ 1,639</b>	<b>\$ 1,570</b>	<b>\$ 1,468</b>	<b>\$ 1,483</b>	<b>\$ 1,613</b>	<b>\$ 1,632</b>	<b>\$ 1,539</b>	<b>\$ 1,205</b>	<b>\$ 1,120</b>	<b>\$ 717</b>
<b>Total Net Leverage (6)</b>					<b>4.3x</b>	<b>4.3x</b>	<b>3.9x</b>	<b>3.4x</b>	<b>3.7x</b>	<b>3.7x</b>	<b>3.7x</b>	<b>3.9x</b>	<b>4.3x</b>	<b>4.5x</b>	<b>4.5x</b>	<b>3.9x</b>	<b>5.3x</b>	<b>5.6x</b>

- (1) Last twelve month ("LTM") information corresponding to fiscal years (i.e., the periods ended December 30, 2017, December 31, 2016, January 2, 2016, December 27, 2014 and December 28, 2013) reflects our audited historical results for such fiscal years presented in accordance with U.S. GAAP. Information presented for other LTM periods (i.e., September 29, 2018, June 30, 2018, March 31, 2018, September, 30, 2017, July 1, 2017, April 1, 2017, October 1, 2016, July 2, 2016 and April 2, 2016) reflect unaudited trailing four quarter financial information calculated by starting with the results from the most recent audited fiscal year included in such LTM period and then (x) adding quarterly information for subsequent fiscal quarters and (y) subtracting quarterly information for the corresponding prior year period. For example, LTM September 29, 2018 has been calculated by starting with the data from the twelve months ended December 30, 2017 and then adding data for the nine months ended September 29, 2018, followed by subtracting data for the nine months ended September, 30, 2017. This presentation is not in accordance with U.S. GAAP. However, we believe this information is useful to investors as we use it to evaluate our financial performance for ongoing planning purposes, including a continuous assessment of our financial performance in comparison to budgets and internal projections. We also use such LTM financial data to test compliance with covenants under our senior secured credit facilities. This presentation has limitations as an analytical tool, and you should not consider it in isolation or as a substitute for analysis of our results as reported under U.S. GAAP. Please see our Annual Reports on Form 10-K and Quarterly Reports on Form 10-Q for the relevant periods for the historical amounts used to calculate the LTM information presented.
- (2) In the nine months ended September 29, 2018, we negotiated a \$6.9 million reduction in the amount of a contingent liability from one of our acquisitions. As we had passed the period to revise the opening balance sheet for this acquisition, the adjustment was recorded as other income.
- (3) EBITDA for certain completed acquisitions is pro forma for all acquisitions completed as of the date listed. The LTM September 29, 2018 includes data for all completed acquisitions and dispositions.
- (4) Further Adjusted EBITDA is calculated using trailing four quarter financial data to test compliance with covenants under our senior secured credit facilities
- (5) Adjusted EBITDA Margin defined as Adjusted EBITDA as a percentage of net revenue
- (6) Net Leverage defined as net debt divided by Further Adjusted EBITDA

# EXHIBIT 7

## Non-GAAP Reconciliation of Long-Term Debt to Net Debt

### Reconciliation of Long-term Debt to Net Debt

(\$ in millions)	<u>Q3'18</u>	<u>Q2'18</u>	<u>Q1'18</u>	<u>Q4'17</u>	<u>Q3'17</u>	<u>Q2'17</u>	<u>Q1'17</u>	<u>Q4'16</u>	<u>Q3'16</u>	<u>Q2'16</u>	<u>Q1'16</u>	<u>Q4'15</u>
Long-term debt, including current portion	\$ 1,831	\$ 1,832	\$ 1,834	\$ 1,835	\$ 1,835	\$ 1,837	\$ 1,539	\$ 1,540	\$ 1,542	\$ 1,558	\$ 1,545	\$ 1,297
Acquisition related liabilities	37	38	60	64	53	48	44	47	44	41	41	49
Capital leases and other	42	46	44	36	38	38	41	39	41	41	44	44
Less: Cash and cash equivalents	(65)	(50)	(178)	(384)	(287)	(353)	(156)	(143)	(14)	(8)	(91)	(185)
Net debt	\$ 1,845	\$ 1,866	\$ 1,760	\$ 1,551	\$ 1,639	\$ 1,570	\$ 1,468	\$ 1,483	\$ 1,613	\$ 1,632	\$ 1,539	\$ 1,205



# EXHIBIT 8

## Non-GAAP Reconciliation of Net Income (Loss) to Adj. EBITDA

Reconciliation of Net Income (Loss) to Adjusted EBITDA by Segment	Three months ended September 29, 2018				
	West	East	Cement	Corporate	Consolidated
(\$ in thousands)					
Net income (loss)	\$ 61,021	\$ 37,351	\$ 35,326	\$ (59,706)	\$ 73,992
Interest expense (income)	1,380	844	(1,709)	28,374	28,889
Income tax expense	567	275	—	19,923	20,765
Depreciation, depletion and amortization	23,144	19,154	10,622	574	53,494
EBITDA	\$ 86,112	\$ 57,624	\$ 44,239	\$ (10,835)	\$ 177,140
Accretion	145	275	60	—	480
Loss on debt financings	—	—	—	—	—
Gain on sale of business	(12,108)	—	—	—	(12,108)
Transaction costs	2	—	—	1,258	1,260
Non-cash compensation	—	—	—	5,643	5,643
Other	(235)	406	—	(580)	(409)
Adjusted EBITDA	\$ 73,916	\$ 58,305	\$ 44,299	\$ (4,514)	\$ 172,006
Adjusted EBITDA Margin (1)	22.4%	28.9%	47.1%		27.5%

Reconciliation of Net Income (Loss) to Adjusted EBITDA by Segment	Three months ended September 30, 2017				
	West	East	Cement	Corporate	Consolidated
(\$ in thousands)					
Net income (loss)	\$ 54,839	\$ 37,617	\$ 36,056	\$ (44,225)	\$ 84,287
Interest expense	1,839	889	(1,011)	27,204	28,921
Income tax expense (benefit)	889	—	—	(499,222)	(498,333)
Depreciation, depletion and amortization	18,697	17,416	11,751	619	48,483
EBITDA	\$ 76,264	\$ 55,922	\$ 46,796	\$ (515,624)	\$ (336,642)
Accretion	210	212	64	—	486
Loss on debt financings	—	—	—	—	—
Tax receivable agreement expense	—	—	—	501,752	501,752
Transaction costs	14	—	—	2,567	2,581
Non-cash compensation	—	—	—	4,724	4,724
Other	149	263	—	(612)	(200)
Adjusted EBITDA	\$ 76,637	\$ 56,397	\$ 46,860	\$ (7,193)	\$ 172,701
Adjusted EBITDA Margin (1)	26.1%	31.5%	46.3%		30.1%

(1) Adjusted EBITDA margin is defined as Adjusted EBITDA as a percentage of net revenue

# EXHIBIT 9

## Non-GAAP Reconciliation of Net Income (Loss) to Adj. EBITDA

Reconciliation of Net Income (Loss) to Adjusted EBITDA by Segment	Nine months ended September 29, 2018				
	West	East	Cement	Corporate	Consolidated
(\$ in thousands)					
Net income (loss)	\$ 97,625	\$ 42,128	\$ 61,687	\$ (146,483)	\$ 54,957
Interest expense (income)	4,114	2,397	(4,794)	84,899	86,616
Income tax expense	616	5	—	15,628	16,249
Depreciation, depletion and amortization	67,597	54,272	25,651	1,919	149,439
EBITDA	\$ 169,952	\$ 98,802	\$ 82,544	\$ (44,037)	\$ 307,261
Accretion	432	710	82	—	1,224
Loss on debt financings	—	—	—	149	149
Gain on sale of business	(12,108)	—	—	—	(12,108)
Transaction costs	(4)	—	—	3,821	3,817
Non-cash compensation	—	—	—	19,833	19,833
Other (2)	(6,956)	985	—	(1,345)	(7,316)
Adjusted EBITDA	\$ 151,316	\$ 100,497	\$ 82,626	\$ (21,579)	\$ 312,860
Adjusted EBITDA Margin (1)	19.1%	21.9%	38.7%		21.4%

Reconciliation of Net Income (Loss) to Adjusted EBITDA by Segment	Nine months ended September 30, 2017				
	West	East	Cement	Corporate	Consolidated
(\$ in thousands)					
Net income (loss)	\$ 93,342	\$ 46,124	\$ 65,785	\$ (123,984)	\$ 81,267
Interest expense (income)	5,586	2,503	(2,345)	74,132	79,876
Income tax expense (benefit)	1,424	(21)	—	(498,479)	(497,076)
Depreciation, depletion and amortization	51,389	49,343	29,702	1,940	132,374
EBITDA	\$ 151,741	\$ 97,949	\$ 93,142	\$ (546,391)	\$ (203,559)
Accretion	600	596	186	—	1,382
Loss on debt financings	—	—	—	190	190
Tax receivable agreement expense	—	—	—	503,277	503,277
Transaction costs	23	—	—	6,451	6,474
Non-cash compensation	—	—	—	14,148	14,148
Other	492	966	—	(1,804)	(346)
Adjusted EBITDA	\$ 152,856	\$ 99,511	\$ 93,328	\$ (24,129)	\$ 321,566
Adjusted EBITDA Margin (1)	22.6%	24.5%	40.7%		24.5%

(1) Adjusted EBITDA margin is defined as Adjusted EBITDA as a percentage of net revenue

(2) In the nine months ended September 29, 2018, we negotiated a \$6.9 million reduction in the amount of a contingent liability from one of our acquisitions. As we had passed the period to revise the opening balance sheet for this acquisition, the adjustment was recorded as other income.

# EXHIBIT 10

## Non-GAAP Reconciliation of Net Income to Adj. Diluted Net Income

### Reconciliation of Net Income Per Share to Adjusted Diluted EPS

(In thousands, except share and per share amounts)

Net income attributable to Summit Materials, Inc.

Adjustments:

Net income attributable to noncontrolling interest  
 Adjustment to acquisition deferred liability  
 Gain on sale of business  
 Loss on debt financings  
 Adjusted diluted net income before tax related adjustments

Tax receivable agreement expense

Valuation allowance release

Adjusted diluted net income

Weighted-average shares:

Basic Class A common stock

LP Units outstanding

Total equity units

	Three months ended				Nine months ended			
	September 29, 2018		September 30, 2017		September 29, 2018		September 30, 2017	
	Net Income	Per Equity Unit	Net Income	Per Equity Unit	Net Loss	Per Equity Unit	Net Loss	Per Equity Unit
Net income attributable to Summit Materials, Inc.	\$ 71,289	\$ 0.62	\$ 81,264	\$ 0.71	\$ 53,069	\$ 0.46	\$ 78,820	\$ 0.70
Adjustments:								
Net income attributable to noncontrolling interest	2,703	0.03	2,964	0.03	1,888	0.02	2,474	0.02
Adjustment to acquisition deferred liability	—	—	—	—	(6,947)	(0.06)	—	—
Gain on sale of business	(12,108)	(0.11)	—	—	(12,108)	(0.11)	—	—
Loss on debt financings	—	—	—	—	149	—	190	—
Adjusted diluted net income before tax related adjustments	61,884	0.54	84,228	0.74	36,051	0.31	81,484	0.72
Tax receivable agreement expense	—	—	501,752	4.42	—	—	503,277	4.46
Valuation allowance release	—	—	(531,952)	(4.68)	—	—	(531,952)	(4.71)
Adjusted diluted net income	\$ 61,884	\$ 0.54	\$ 54,028	\$ 0.48	\$ 36,051	\$ 0.31	\$ 52,809	\$ 0.47
Weighted-average shares:								
Basic Class A common stock	111,641,344		109,545,111		111,288,211		108,219,132	
LP Units outstanding	3,448,343		4,039,020		3,538,385		4,560,976	
Total equity units	115,089,687		113,584,131		114,826,596		112,780,108	

# EXHIBIT 11

## Non-GAAP Reconciliation of Adj. Cash Gross Profit by LOB

(\$ in thousands)	Three months ended		Nine months ended		Twelve Months Ended	
	September 29,	September 30,	September 29,	September 30,	September 29,	September 30,
	2018	2017	2018	2017	2018	2017
Segment Net Revenue:						
West	\$ 329,346	\$ 293,851	\$ 791,975	\$ 675,674	\$ 1,016,293	\$ 853,759
East	201,699	179,262	458,829	406,787	600,646	538,172
Cement	93,972	101,274	213,364	229,338	287,839	307,257
Net Revenue	\$ 625,017	\$ 574,387	\$ 1,464,168	\$ 1,311,799	\$ 1,904,778	\$ 1,699,188
Line of Business - Net Revenue:						
Materials						
Aggregates	\$ 109,621	\$ 90,594	\$ 280,761	\$ 236,437	\$ 357,707	\$ 299,829
Cement (1)	87,909	94,915	197,439	213,243	266,237	283,934
Products	315,292	280,047	751,396	638,619	967,289	819,865
Total Materials and Products	512,822	465,556	1,229,596	1,088,299	1,591,233	1,403,628
Services	112,195	108,831	234,572	223,500	313,545	295,560
Net Revenue	\$ 625,017	\$ 574,387	\$ 1,464,168	\$ 1,311,799	\$ 1,904,778	\$ 1,699,188
Line of Business - Net Cost of Revenue:						
Materials						
Aggregates	\$ 33,793	\$ 24,478	\$ 109,747	\$ 86,000	\$ 132,476	\$ 109,036
Cement	40,294	43,715	104,441	107,399	136,100	140,732
Products	244,410	206,911	593,862	479,274	758,598	613,169
Total Materials and Products	318,497	275,104	808,050	672,673	1,027,174	862,937
Services	83,662	74,647	176,742	159,596	226,960	207,792
Net Cost of Revenue	\$ 402,159	\$ 349,751	\$ 984,792	\$ 832,269	\$ 1,254,134	\$ 1,070,729
Line of Business - Adjusted Cash Gross Profit (2):						
Materials						
Aggregates	\$ 75,828	\$ 66,116	\$ 171,014	\$ 150,437	\$ 225,231	\$ 190,793
Cement (3)	47,615	51,200	92,998	105,844	130,137	143,202
Products	70,882	73,136	157,534	159,345	208,691	206,696
Services	28,533	34,184	57,830	63,904	86,585	87,768
Adjusted Cash Gross Profit	\$ 222,858	\$ 224,636	\$ 479,376	\$ 479,530	\$ 650,644	\$ 628,459
Adjusted Cash Gross Profit Margin (2)						
Materials						
Aggregates	69.2%	73.0%	60.9%	63.6%	63.0%	63.6%
Cement (3)	50.7%	50.6%	43.6%	46.2%	45.2%	46.6%
Products	22.5%	26.1%	21.0%	25.0%	21.6%	25.2%
Services	25.4%	31.4%	24.7%	28.6%	27.6%	29.7%
Total Adjusted Cash Gross Profit Margin	35.7%	39.1%	32.7%	36.6%	34.2%	37.0%

(1) Net revenue for the cement line of business excludes revenue associated with hazardous and non-hazardous waste, which is processed into fuel and used in the cement plants and is included in services net revenue. Additionally, net revenue from cement swaps and other cement-related products are included in products net revenue.

(2) Adjusted cash gross profit calculated as net revenue by line of business less net cost of revenue by line of business. Adjusted cash gross profit margin is defined as adjusted cash gross profit divided by net revenue.

(3) The cement adjusted cash gross profit includes the earnings from the waste processing operations, cement swaps and other products. Cement line of business adjusted cash gross profit margin defined as cement adjusted cash gross profit divided by cement segment net revenue.