



Interim Results

2020



Agenda

Market Backdrop & Trading Performance

Financial Performance

Outlook



Key Messages & Financial Highlights ...

- Resilient construction demand in N. America & E. Europe
... W. Europe more impacted by COVID-19 restrictions
- Decisive reaction to rapidly changing environment in Q2
... improved profitability despite lower sales
- Record cash generation
... further underpinning balance sheet strength
- Continued dividend delivery ... Interim dividend 22c

Sales

\$12.2bn  -3% LFL

EBITDA

\$1.6bn  +2% LFL

Margin

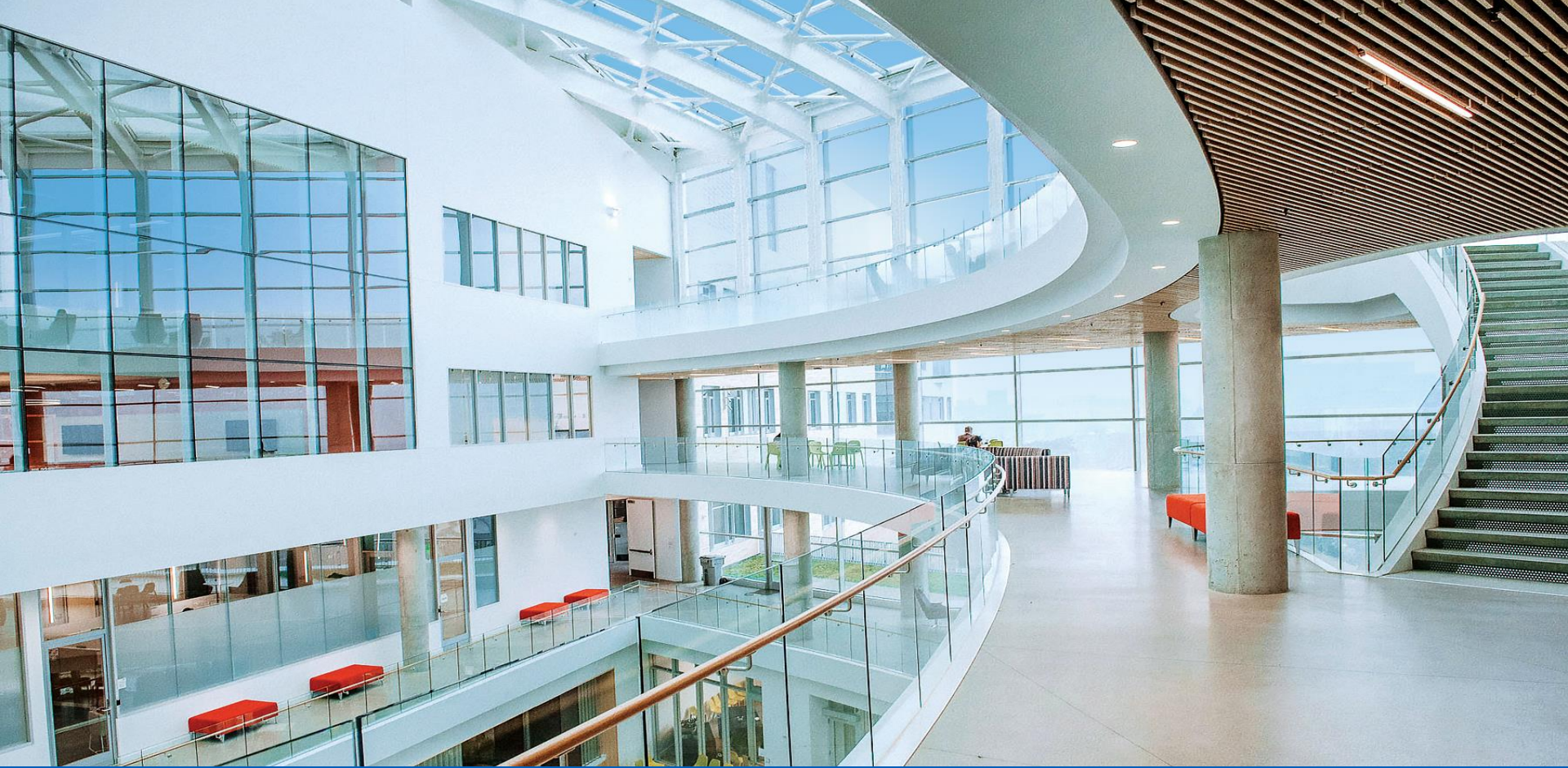
13.0%  +70bps LFL

Operating Cash Flow

\$1.0bn  +\$0.7bn LFL

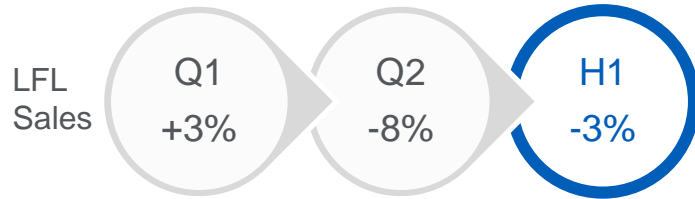
... continuing to deliver in an uncertain world





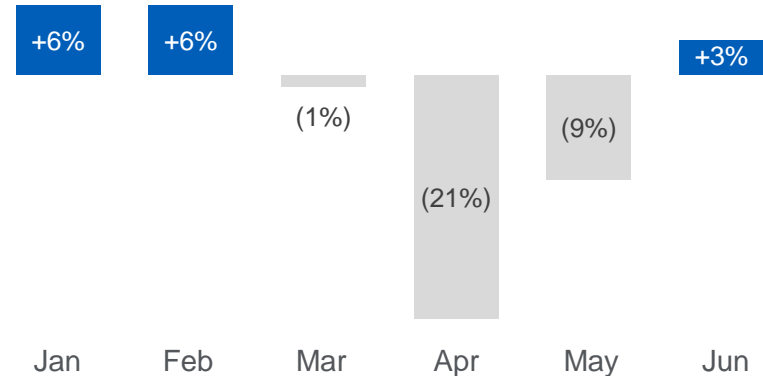
Market Backdrop & Trading Performance

Evolving Market Backdrop ...



- Positive start to the year
... unprecedented disruption in Q2
- Significant regional variances
... varying sector & end-use dynamics

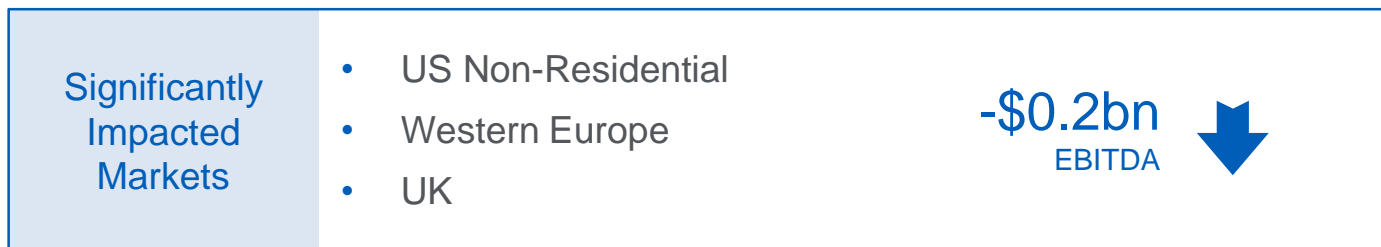
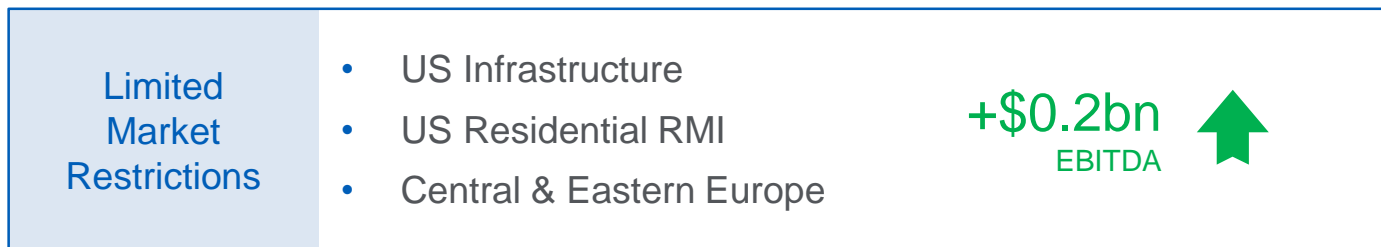
H1 2020 Monthly LFL Sales
(YoY % Change)



... improving trends in May & June



Pandemic Restrictions by Market ...



... the benefits of portfolio balance



Swift & Agile Response ...

- Decisive reaction to unprecedented shutdowns
 - ... flexed cost base significantly in Q2
 - ... lower capex & working capital investment
- Continued to support businesses less impacted by shutdowns
 - ... active engagement across our portfolio of businesses
 - ... differing approaches for the challenges & opportunities in different markets



Adapting Our Approach to Different Market Situations

Managing Costs ...

- Right-sized cost base with evolving demand
- Reduced fixed costs by ~\$0.2bn in H1
... labour; repair & maintenance; restructuring
- Relentless focus on cash ... preserving liquidity & optimising cash generation
- Managed working capital in line with lower activity levels; restricting capex

... Supporting Growth

- Expanded APG production facilities amid strong Residential RMI demand
- Increased operational capacity to service accelerated Infrastructure projects in key US markets (FL & NJ)
- Invested in production capabilities to support market demand in Poland & Romania



Robust H1 Performance ...



Health & Safety
of Employees
Remains
Paramount

Sales

\$12.2bn



-3% LFL

EBITDA

\$1.6bn



+2% LFL

Margin

13.0%



+70bps LFL

**Operating
Cash**

\$1.0bn



+\$0.7bn LFL

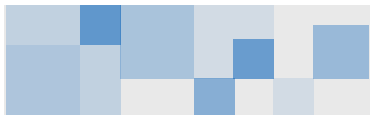
... focused portfolio ... decisive actions



Americas Materials – Trading Performance

- Regional variances in pandemic restrictions
... US NE & NW most impacted
... South & West less affected
- Resilient demand for Infrastructure & Residential construction
- Disciplined commercial management despite lower volumes
- Adapted cost base amid rapidly changing environment
... benefits of scale & vertical integration

H1 2020	\$m	LFL Chg
Sales	4,479	-1%
EBITDA	667	+20%
Margin	14.9%	+260bps



Europe Materials – Trading Performance

- Varying declines in activity levels across Europe
 - ... UK significantly impacted
 - ... Western Europe mixed
 - ... Eastern Europe resilient
- Good pricing discipline in an uncertain environment
- Adapting cost base in line with differing regional recoveries
- Europe Materials LFL performance ex-UK
 - ... sales -6%; EBITDA -9%; margin -30bps

H1 2020	\$m	LFL Chg
Sales	4,070	-11%
EBITDA	338	-28%
Margin	8.3%	-220bps



Building Products – Trading Performance

- Strong delivery in H1 ... LFL sales, EBITDA & margin ahead
- Record performance in Architectural Products
... benefiting from significant repair & maintenance exposure
- Good performance in Infrastructure business
... Building Envelope impacted by market closures
- Cost discipline & positive pricing momentum
... strong operating leverage

H1 2020	\$m	LFL Chg
Sales	3,666	+2%
EBITDA	585	+11%
Margin	16.0%	+130bps





Financial Performance

Strong Financial Performance ...

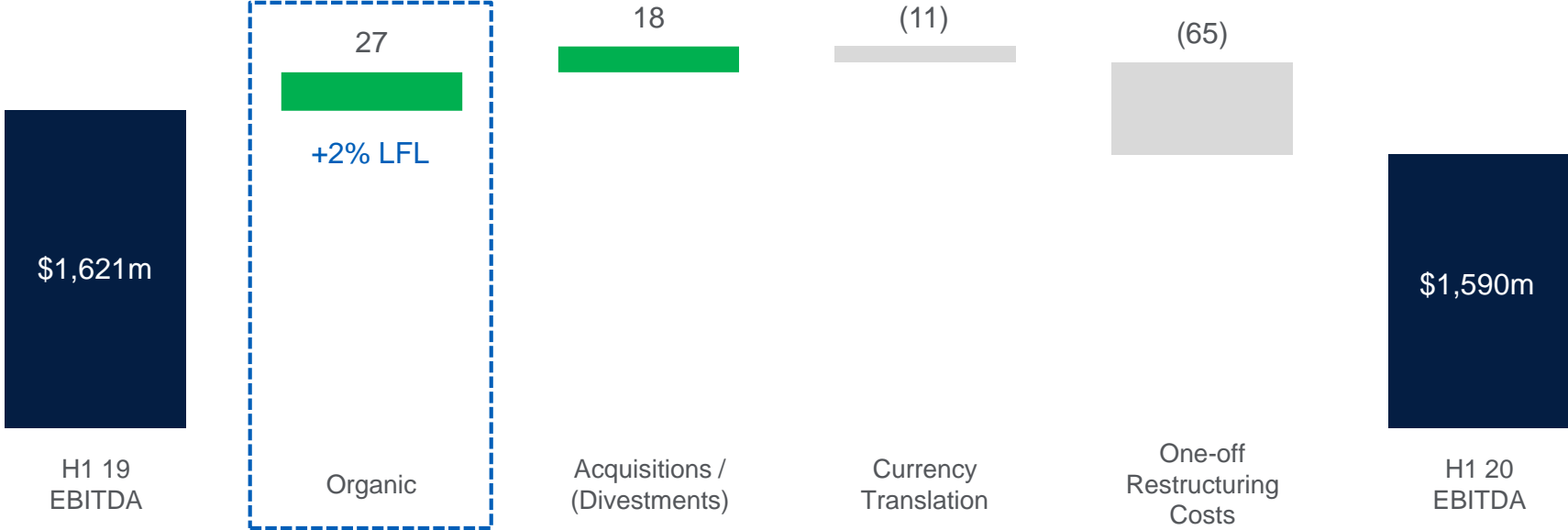
- Flexed cost base to protect profits & margins
- Disciplined cash management ... capex & working capital
- €2bn bond issuance & €3.5bn RCF drawdown
... supporting liquidity & investment grade rating
- \$1.0bn cash generation
... further underpinning financial strength & flexibility



... well placed to meet challenges & opportunities ahead



Components of Financial Performance

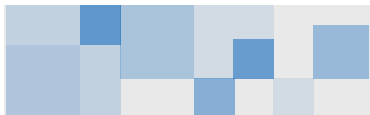


Record H1 Cash Performance ...

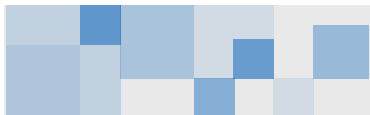
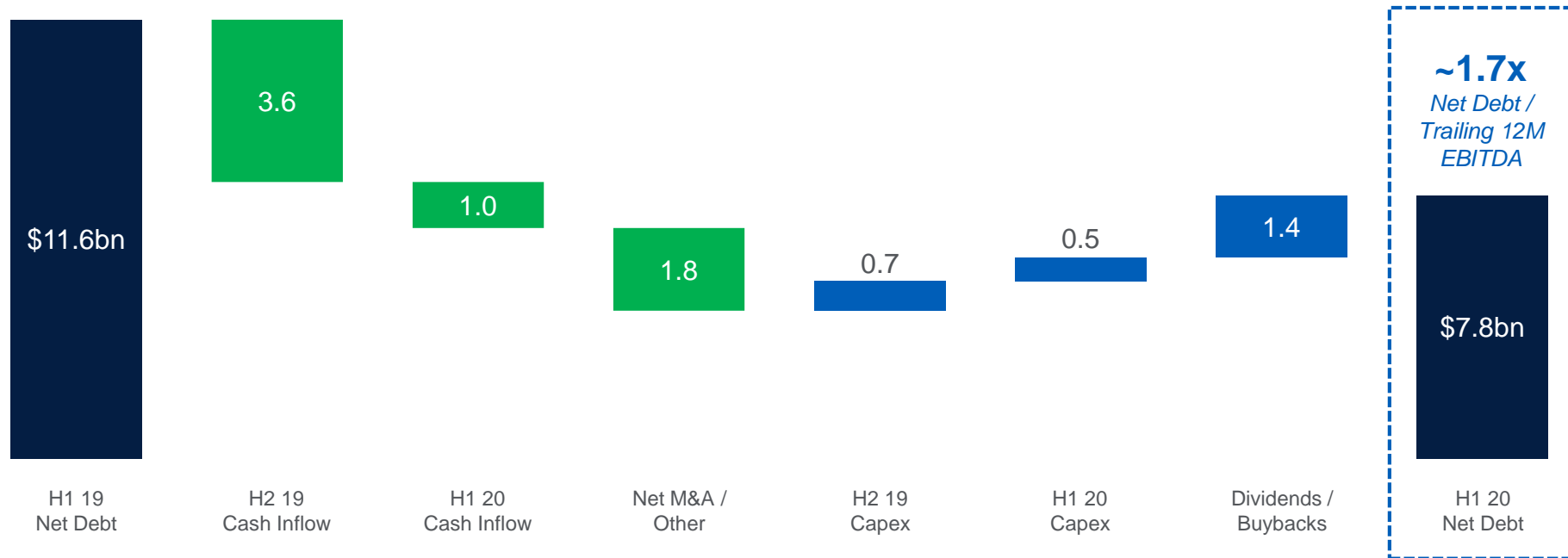


- Strong operating cash inflow
... \$0.8bn reduction in working capital investment
- Supporting essential growth in our business
... \$0.2bn reduction in capex
- And continued cash returns to shareholders
... \$0.8bn dividends & buybacks

... significant optionality for value creation



Significant Reduction in Net Debt Position





Outlook

Continued Execution of Long-term Strategy ...

- Experienced management team ... **proven track record of delivery**
- **A clear strategy** with a robust & resilient business model
- **Re-shaping & re-positioning** our business for superior growth, returns & cash generation
- Relentless focus on **continuous business improvement**
- **Industry-leading sustainability** ... deeply embedded in all aspects of our strategy
- Highly cash generative ... strong balance sheet providing **optionality for further value creation**

... continuing to deliver in an uncertain world



Expect Q3 LFL sales to be slightly down vs. prior year ...

Americas Materials

Q3 sales slightly down vs. PY

- Solid underlying demand
- Positive pricing
- West remains strong; slow recovery in North

Europe Materials

Q3 sales behind prior year

- Improving trends in WE
- UK recovering at slower pace
- EE in line with PY levels
- Good pricing discipline

Building Products

Q3 sales broadly in line with PY

- US Res RMI demand remains robust
- Continued weakness in US Non-Res

... but mitigating cost actions ... Q3 EBITDA to be in line with PY



Medium-term ...

- Outlook dependent on an improving health situation
- Limited visibility for Q4 ... and into 2021
 - ... market uncertainties to continue
 - ... pace & shape of recovery to vary by geography & end-use
- Focused on continuing to improve profitability, margins & cash
 - ... fundamentals to remain attractive



... well placed to meet challenges & opportunities ahead



Appendices

Sustainability is at the Core of our Thinking

- Deeply embedded in all aspects of our strategy
- 30+ years delivering innovative & sustainable solutions
... reducing the impact of construction on our world
- Continued recognition of sector leadership by major rating agencies
- Leading the industry in reducing cement carbon emissions
... the most demanding targets in the industry to 2030
... ambition for carbon neutrality in cement & concrete by 2050



Group Components of Performance

\$ million	Sales revenue	EBITDA	Operating profit	Profit on disposals	Finance costs (net)	Assoc. and JV PAT ¹	Pre-tax profit
H1 2019	12,847	1,621	796	166	-261	16	717
Exchange effects	-153	-11	-2	-1	2	-	-1
H1 2019 at 2020 rates	12,694	1,610	794	165	-259	16	716
<i>Incremental impact in 2020 of:</i>							
- 2019/2020 acquisitions	231	42	17	-	-6	-	11
- 2019/2020 divestments	-277	-24	-9	-127	-2	-7	-145
- One-offs	-	-65	-65	-	-	-	-65
- Organic	-433	27	27	-29	15	-12	1
H1 2020	12,215	1,590	764	9	-252	-3	518

¹ CRH's share of after-tax result of joint ventures and associated undertakings.

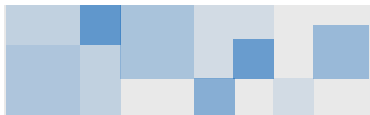


Americas Materials

Analysis of change

\$ million	Analysis of change						H1 2020	% Change
	H1 2019	Exchange	Acquisitions	Divestments	One-offs ¹	Organic		
Sales revenue	4,533	-21	+22	-20	-	-35	4,479	-1%
EBITDA	567	+1	+4	+1	-21	+115	667	+18%
Operating profit	189	+4	+1	+2	-21	+114	289	+53%
EBITDA/sales	12.5%						14.9%	
Operating profit/sales	4.2%						6.5%	

¹ One-offs primarily due to COVID-19 related restructuring costs.

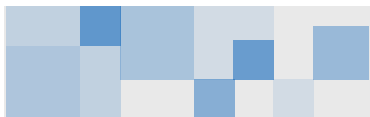


Europe Materials

Analysis of change

\$ million	H1 2019	Exchange	Acquisitions	Divestments	One-offs ¹	Organic	H1 2020	% Change
Sales revenue	4,615	-103	+35	-	-	-477	4,070	-12%
EBITDA	521	-10	+4	-	-32	-145	338	-35%
Operating profit	236	-5	-	-	-32	-137	62	-74%
EBITDA/sales	11.3%						8.3%	
Operating profit/sales	5.1%						1.5%	

¹ One-offs primarily due to COVID-19 related restructuring costs.

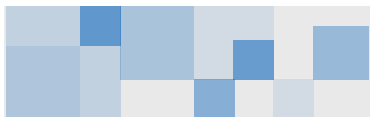


Building Products

Analysis of change

\$ million	Analysis of change						H1 2020	% Change
	H1 2019	Exchange	Acquisitions	Divestments	One-offs ¹	Organic		
Sales revenue	3,699	-29	+174	-257	-	+79	3,666	-1%
EBITDA	533	-2	+34	-25	-12	+57	585	+10%
Operating profit	371	-1	+16	-11	-12	+50	413	+11%
EBITDA/sales	14.4%						16.0%	
Operating profit/sales	10.0%						11.3%	

¹ One-offs primarily due to COVID-19 related restructuring costs.



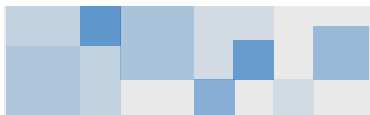
Cement Volumes & Prices

YoY % Change	Volumes	Price (LC)
Finland	=	=
France	--	+
Germany	++	+
Hungary	+	++
Ireland	--	+
Poland	=	++
Romania	++	++
Serbia	=	+

YoY % Change	Volumes	Price (LC)
Slovakia	+	++
Spain	++	--
Switzerland	--	+
Ukraine	-	++
United Kingdom	--	+
North America	=	+
Philippines	--	--
Brazil	++	++

Legend

>5%	++
2% to 5%	+
-1% to +1%	=
-5% to -2%	-
<-5%	--



Americas Materials Volumes & Prices

YoY % Change	Heritage	
	Volumes	Price
Aggregates	0%	2%
Asphalt	-5%	0%
RMC	-4%	6%



Disclaimer / Forward-Looking Statements

In order to utilise the “Safe Harbor” provisions of the United States Private Securities Litigation Reform Act of 1995, CRH public limited company (the “Company”), and its subsidiaries (collectively, “CRH” or the “Group”) is providing the following cautionary statement.

This document contains statements that are, or may be deemed to be forward-looking statements with respect to the financial condition, results of operations, business, viability and future performance of CRH and certain of the plans and objectives of CRH. These forward-looking statements may generally, but not always, be identified by the use of words such as "will", "anticipates", "should", "could", "would", "targets", "aims", "may", "continues", "expects", "is expected to", "estimates", "believes", "intends" or similar expressions. These forward-looking statements include all matters that are not historical facts or matters of fact at the date of this document.

By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future and reflect the Company's current expectations and assumptions as to such future events and circumstances that may not prove accurate.

A number of material factors could cause actual results and developments to differ materially from those expressed or implied by these forward-looking statements, certain of which are beyond our control, as detailed in the section entitled “Risk Factors” in our 2019 Annual Report on Form 20-F as filed with the US Securities and Exchange Commission.

You are cautioned not to place undue reliance on any forward-looking statements. These forward-looking statements are made as of the date of this document. The Company expressly disclaims any obligation or undertaking to publicly update or revise these forward-looking statements other than as required by applicable law.

The forward-looking statements in this document do not constitute reports or statements published in compliance with any of Regulations 6 to 8 of the Transparency (Directive 2004/109/EC) Regulations 2007.





CRH plc

Investor Relations
Stonemason's Way
Rathfarnham
Dublin 16
D16 KH51
Ireland

Telephone: +353 1 404 1000

Email: ir@crh.com

Website: www.crh.com