



# Trading Update

November 2019



# Key Messages & Financial Highlights

- Good profit delivery ... improved Q3 momentum
- Positive underlying construction demand ... Europe & North America
- Disciplined capital management ...  
... €2bn divestments; €0.7bn bolt-on acquisitions  
... ongoing share buyback; €750m returned YTD
- FY EBITDA to be in excess of €4.15bn

**9M Sales**  
€21.8bn  **+9%**  
+4% LFL

---

**9M EBITDA**  
€3.2bn  **+27%**  
+7% LFL

---

# Market Backdrop – Europe & North America

- Positive construction activity across main markets
- UK impacted by political uncertainty
- Good momentum in Infrastructure activity ...  
solid underlying demand in Res & Non-Res markets
- Favourable pricing environment ...  
focus on commercial management & cost recovery



# Americas Materials – Trading Performance

- Positive US infrastructure backdrop  
... State & Federal funding underpinned
- Q3 volume recovery following weather-impacted Q2
- Good operating leverage ...  
... commercial discipline & cost control  
... performance improvement initiatives
- Ash Grove progressing well  
... synergies ahead of original expectations

## LFL % Change YoY

	H1	9M
Sales	+2%	+4%
EBITDA	+3%	+9%

# Europe Materials – Trading Performance

- Q3 trading ... continuation of H1 trends
- Main markets performing well ... strong growth in EE ... UK remains challenging
- 9M cement volumes ahead ... momentum maintained
- Progress on pricing ... supporting cost recovery

## LFL % Change YoY

	H1	9M
Sales	+6%	+6%
EBITDA	+2%	+2%

# Building Products – Trading Performance

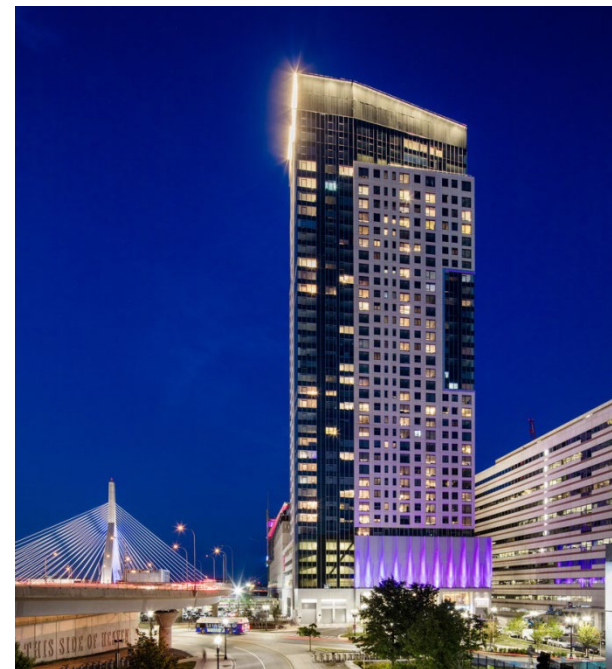
- Continuation of positive H1 momentum
- Good progress in Europe & North America ...  
solid demand & price improvements across all markets
- Margin expansion ...  
... cost action & performance improvement  
... portfolio management

## LFL % Change YoY

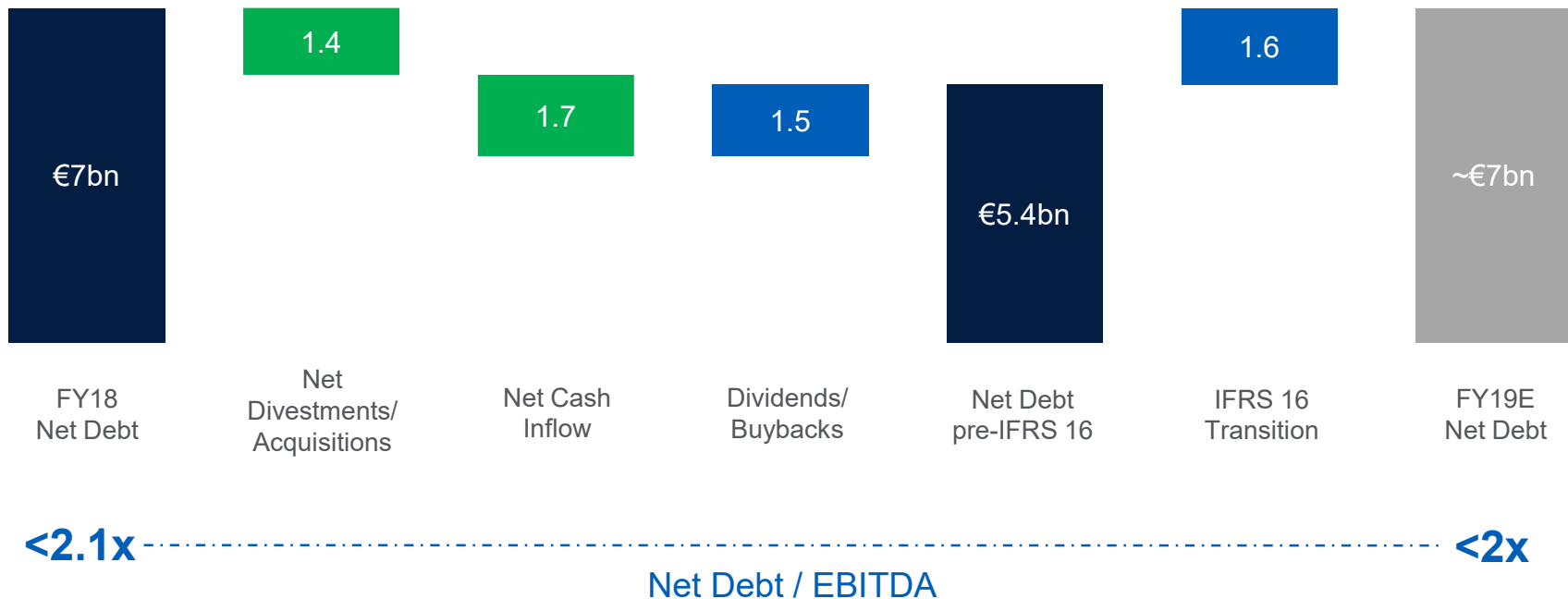
	H1	9M
Sales	+3%	+3%
EBITDA	+8%	+7%

# FY 2019 EBITDA Expectations

LFL % Chg	Americas Materials	Europe Materials	Building Products	Group
H1	+3%	+2%	+8%	+5%
9M	+9%	+2%	+7%	+7%
<b>FY 2019E</b>	<b>... continuation of 9M trends ...</b>			<b>in excess of €4.15bn</b>



# FY 2019 Balance Sheet ... Key Components





# Key Takeaways

*FY EBITDA to be  
in excess of €4.15bn*

*Profit improvement programme  
progressing well*

*Efficient capital allocation ...  
... improving returns & cash*

*2020 outlook ...  
... positive underlying demand  
environment to continue*





# Appendices

# Cement Volumes & Pricing

9M YoY % Change	Volumes	Price (LC)
Finland	-	=
France	+	+
Germany	-	+
Hungary	--	++
Ireland	++	+
Poland	++	++
Romania	+	++
Serbia	++	+

9M YoY % Change	Volumes	Price (LC)
Slovakia	++	++
Spain	=	++
Switzerland	-	+
Ukraine	+	++
United Kingdom	=	+
North America <sup>1</sup>	=	+
Philippines	-	++
Brazil	++	+

## Legend

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

<sup>1</sup> Proforma basis to account for partial year ownership of US cement acquisitions in 2018.

# Americas Materials Volumes & Prices

9M YoY % Change	Total		Heritage	
	Volumes	Price	Volumes	Price
Aggregates	+6%	+5%	+1%	+5%
Asphalt	Flat	+6%	Flat	+6%
RMC	+12%	+4%	+2%	+4%

# Disclaimer

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 2018 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.





A modern, multi-story office building with a dark facade and large glass windows, illuminated from within at dusk. The building is surrounded by a paved area with some landscaping and a few trees. The sky is a deep blue.

## CRH plc

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

**Telephone:** +353 1 404 1000

**Email:** [ir@crh.com](mailto:ir@crh.com)

**Website:** [www.crh.com](http://www.crh.com)