



Trading Update

November 2020



9M Financial Highlights ...



Health & Safety
of Employees
Remains
Paramount

Sales

\$20.6bn



-3% LFL

EBITDA

\$3.4bn



+2% LFL

Margin

16.6%



+100bps LFL

... further profit & margin improvement despite lower activity levels



Market Backdrop

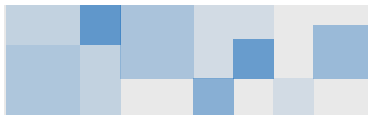
- Solid underlying demand in North America & CEE
- Improving trends in W. Europe ... UK recovery gaining pace
- Positive Infrastructure & Residential demand ...
... mixed Non-Residential
- Good pricing discipline ... continuing lower energy cost environment



Americas Materials – Trading Performance

- EBITDA & margin ahead despite lower activity levels
- Q3 impacted by adverse weather ... tough PY comparative
- Positive pricing in Cement, Aggregates & RMC ...
... margin improvement in Asphalt
- Good operating leverage ... tight cost control

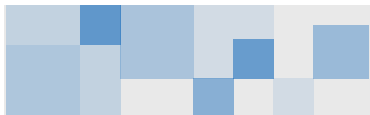
	LFL % Change YoY		
	H1	Q3	9M
Sales	-1%	-7%	-4%
EBITDA	+20%	+3%	+9%



Europe Materials – Trading Performance

- Recovery continued to gather pace in Q3 ... profits ahead
- Current activity levels in Europe ...
 - ... Eastern Europe in line with normal activity
 - ... Western Europe ~90% normal activity
 - ... UK ~75% normal activity
- Good pricing discipline ... cement prices ahead in all key markets

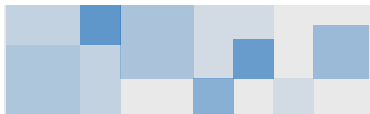
	LFL % Change YoY		
	H1	Q3	9M
Sales	-11%	-2%	-7%
EBITDA	-28%	+2%	-14%



Building Products – Trading Performance

- Continuation of strong H1 delivery
- Robust Residential demand in North America & Europe ...
... Non-Residential remains mixed
- Contrasting trends in key business areas ...
... strong performance in Architectural Products
... continued good delivery in Infrastructure
... lower activity in Building Envelope
- Strong operating leverage ...
... good cost control & commercial management

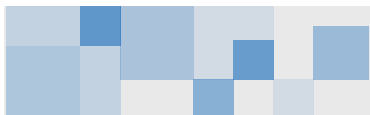
	LFL % Change YoY		
	H1	Q3	9M
Sales	+2%	+4%	+3%
EBITDA	+11%	+5%	+9%



Financial Strength & Flexibility ...



... significant optionality for future value creation



Focusing on our Strategic Objectives ...

Interim Results (August 2020)

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



CRH plc, Interim Results 2020 | 18



Re-shaping & re-positioning ...

- Continued disposal of EM portfolio ...
... \$0.2bn divestment of Brazil cement
- Adapting to changing environment ...
... expect \$0.8bn non-cash impairment (~70% UK)



Continuous business improvement ...

- Delivering improved margins & returns
- Strong cash generation & improved cash conversion



FY 2020 Outlook ...

Americas Materials

- Solid underlying demand to continue
- Positive pricing environment

Europe Materials

- Improving trends across Europe
- UK recovery gaining pace

Building Products

- Good demand in Res; Non-Res mixed
- Strong RMI activity

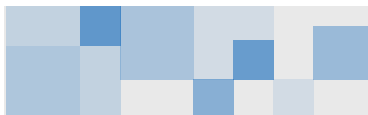
FY Group EBITDA

>\$4.4bn



LFL EBITDA & margin ahead

... continuing to deliver in an uncertain world





Appendices

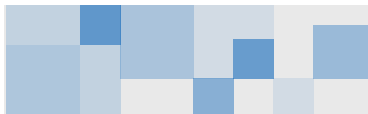
LFL Sales & EBITDA Movements

Sales LFL % Change YoY

	H1	Q3	9M
Americas Materials	-1%	-7%	-4%
Europe Materials	-11%	-2%	-7%
Building Products	+2%	+4%	+3%
Group	-3%	-3%	-3%

EBITDA LFL % Change YoY

	H1	Q3	9M
Americas Materials	+20%	+3%	+9%
Europe Materials	-28%	+2%	-14%
Building Products	+11%	+5%	+9%
Group	+2%	+3%	+2%



Cement Volumes & Prices

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	=	+
Philippines	-	--
Brazil	++	++

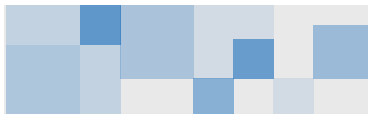
Legend

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



Americas Materials Volumes & Prices

9M YoY % Change	Total		Heritage	
	Volumes	Price	Volumes	Price
Aggregates	-2%	+3%	-3%	+3%
Asphalt	-8%	-2%	-9%	-2%
RMC	-6%	+6%	-5%	+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.

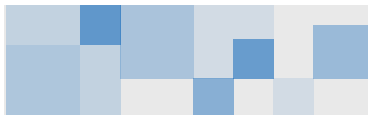
This document contains statements that are, or may be deemed to be forward-looking statements with respect to the financial condition, results of operations, business, viability and future performance of CRH and certain of the plans and objectives of CRH. These forward-looking statements may generally, 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.

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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 clear blue sky.

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