



Trading Update

November 2022

Key Messages

- Further growth in sales, EBITDA & margin
... resilient performance in an inflationary cost environment
- Strong & flexible balance sheet
... \$3bn invested in solutions-focused acquisitions
... ongoing share buyback; returning \$1.2bn in 2022
- Active & disciplined portfolio management continues
- Guidance confirmed ... FY EBITDA to be c.\$5.5bn

9M Financial Highlights

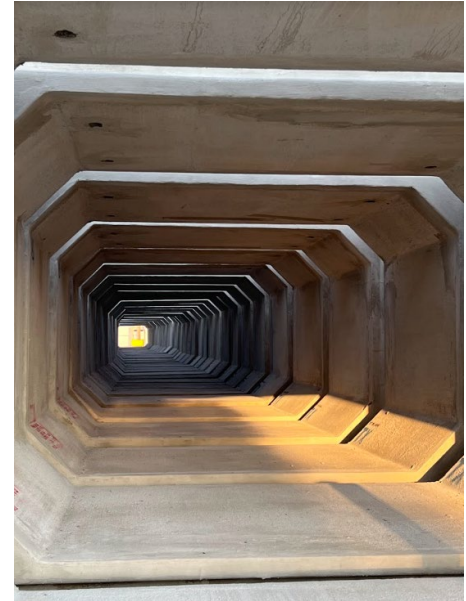
Sales		+13%
\$24.4bn		
EBITDA		+14%
\$4.2bn		
Margin		+10bps
17.1%		



*2021 continuing operations EBITDA \$5.0bn (excluding contribution from divested Building Envelope business)

Market Backdrop – North America & Europe

- Resilient demand despite economic uncertainty & inflationary pressures
- Infrastructure underpinned by government funding
- Residential new-build easing due to higher interest rates
... RMI demand stable
- Good demand in key Non-Residential segments
... manufacturing, data centres & utilities



Americas Materials – Trading Performance

- Good delivery amid challenging cost environment, adverse weather & strong PY comparative
- Strong commercial management & disciplined cost control
- Backlogs ahead ... supported by significant increase in Infrastructure funding
- Integrated solutions strategy continues to deliver

	% Change YoY			
	Total		LFL	
	Q3	9M	Q3	9M
Sales	+19%	+18%	+16%	+14%
EBITDA	+5%	+8%	+4%	+7%



Europe Materials – Trading Performance

- Softer activity levels in Q3 amid challenging energy backdrop
... adverse currency headwinds
- Strong price progression across all product categories
... focus on cost discipline & margin management
- Western Europe supported by Infrastructure demand
- C&E Europe resilient despite ongoing conflict in Ukraine

	% Change YoY			
	Total		LFL	
	Q3	9M	Q3	9M
Sales	-9%	-	+11%	+13%
EBITDA	-19%	-6%	-4%	+6%

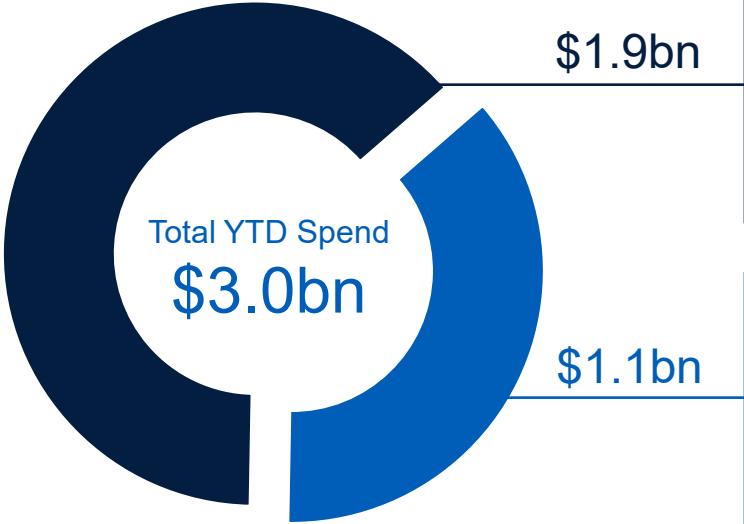
Building Products – Trading Performance

- Continuation of structural growth trends in utility infrastructure & outdoor living solutions
- Good operating leverage & further margin expansion
- Strong contribution from recent acquisitions
- Continuing to support & develop integrated solutions


	% Change YoY			
	Total		LFL	
	Q3	9M	Q3	9M
Sales	+36%	+27%	+13%	+12%
EBITDA	+62%	+57%	+21%	+17%







Disciplined M&A ...



- Acquisition of Barrette at <8x EBITDA post-synergies
- Integrating well with good synergy delivery
- Resilient RMI end-market exposure



- 20 solutions-focused bolt-ons YTD at 8x EBITDA
- Including Calstone, Hinkle, Rinker & Normandy ... enhanced customer offerings in outdoor living, road & critical utility infrastructure

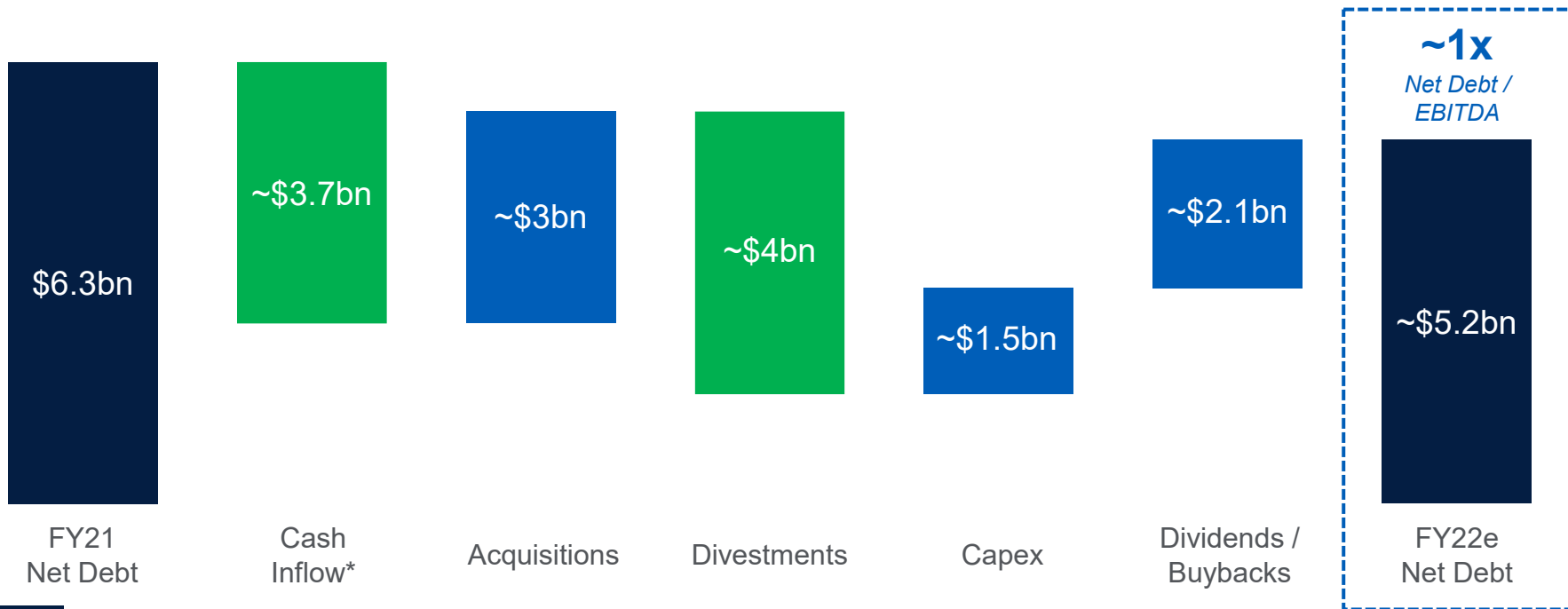





... further developing integrated solutions



Disciplined Capital Allocation

Strongest balance sheet in Group history



*Including c.\$0.4bn tax charge on Building Envelope divestment

Continued Progress on Sustainability

Decarbonisation

Delivering in line
with existing
decarbonisation targets

Increasing our ambition
to **align with the new**
1.5°C framework

Submitted updated 2030
roadmap for **SBTi**
validation

Circularity

Low carbon mix
representing **>25%** of
concrete sales

Industry-leading
asphalt recycler ...
~25% of total with
ambition of **50%** within
the next decade

Innovation

~\$1bn invested in
innovation every 10 years
... currently involved in
60+ research projects

New \$250m venture
fund **accelerating**
investments across
multiple platforms

2022 Outlook

- Fundamentals in N. America & Europe remain positive ... robust Infra & Non-Res demand offsetting softer Res
- Guidance confirmed ... FY EBITDA to be c.\$5.5bn
- Strongest balance sheet in Group history ... significant optionality for value creation



Relentless focus on improving profits, margins, returns & cash



*2021 continuing operations EBITDA \$5.0bn (excluding contribution from divested Building Envelope business)



What We See for 2023

Infrastructure ... Robust Outlook ...

~40% of North American Sales

“What markets say”

- Demand underpinned by significant increase in funding ... federal & state
- Positive momentum in bidding activity ... contract awards & backlogs

“What we see”



... Infrastructure solutions delivering superior profit & margin progress ...

Residential ... Slowing ...

~30% of North American Sales

“What markets say”

- Demand for large scale single-family homes softening
- Multi-family & starter homes resilient ... steady RMI demand

“What we see”



... Expect near-term slowdown to be short & shallow ...

Non-Residential ... More Resilient Than Expected ...

~30% of North American Sales

“What markets say”

- Strong government support ... ~\$1tn for clean energy, utilities & semiconductors
- Significant increase in manufacturing & onshoring activity

“What we see”



... Integrated solutions delivering stronger growth for CRH on large, complex projects ...

CRH Europe ...

“What markets say”

- C&E Europe ... strong Infrastructure activity
- Western Europe ... new Res slowing; resilient RMI
- UK ... demand slowing
- Positive pricing in H1 2023

“What we see”

- ✓ ... *EU funds underpinned ...*
- ✓ ... *Embedding sustainable solutions ...*
- ✓ ... *Resilient Infra offsets Res softness ...*
- ✓ ... *Recovering H2'22 cost increases ...*

What We See for 2023 ...

CRH Americas ~75% of EBITDA

- **Infrastructure** ... robust demand backdrop
- **Residential** ... new-build slowing ... in parts
- **Non-Residential** ... resilient ... with upside

CRH Europe ~25% of EBITDA

- **CEE** ... better pricing to offset slower volumes
- **W. Europe** ... resilient RMI activity
- **UK** ... steady Infrastructure demand





Appendices

Summary Financial Performance

YoY Total % Change

YoY LFL % Change

	Q3'22		9M'22		Q3'22		9M'22	
	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA	Sales	EBITDA
Americas Materials	+19%	+5%	+18%	+8%	+16%	+4%	+14%	+7%
Building Products	+36%	+62%	+27%	+57%	+13%	+21%	+12%	+17%
Europe Materials	-9%	-19%	-	-6%	+11%	-4%	+13%	+6%
Group	+13%	+7%	+13%	+14%	+14%	+5%	+13%	+9%



Materials Volumes & Prices

	9M YoY % Change			
	Americas Materials		Europe Materials	
	Volume	Price	Volume	Price
Aggregates	+1%	+10%	-5%	+12%
Asphalt	+6%	+20%	-8%	+17%
Cement	-1%	+12%	-7% ¹	+22%
RMC	-4%	+14%	-	+17%

¹ Europe Materials cement volumes were +1% excluding the Philippines and Ukraine.

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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”) are 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.

In particular, the following statements, among others, are all forward looking in nature: plans and expectations regarding demand outlook, the resiliency of and economic stability and growth in CRH’s markets, construction activity levels and consumer spending, governmental funding, macroeconomic uncertainty, trade patterns, geopolitical tensions and weather patterns; plans and expectations regarding value creation and cash returns for shareholders, including expectations regarding dividends and share buybacks; statements regarding CRH’s competitive position; plans and expectations regarding the execution of or effectiveness of corporate strategy, commercial management and cost control; plans and expectations regarding CRH’s financial capacity, EBITDA, sales, profitability and margins, balance sheet, cash generation, capital expenditure, allocation and reallocation of capital, leverage, margins, production capacity and acquisition pipeline and acquisition strategy, including the integration of acquisitions; plans and expectations regarding interest rates, currency fluctuations and foreign exchange exposure, costs, inflation and price volatility; and plans and expectations regarding carbon emissions reductions, CRH’s decarbonisation targets and its delivery and usage of sustainable solutions and products, including the timing for delivery and effectiveness of CRH’s sustainability strategy.

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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, and which include, among other factors: economic and financial conditions generally in various countries and regions where we operate, including macroeconomic volatility; the pace of growth in the overall construction and building materials sector; demand for infrastructure, residential and non-residential construction in our geographic markets; increased competition and its impact on prices; increases in energy and/or raw materials costs, including due to supply chain disruptions or constraints; adverse changes to laws and regulations; approval or allocation of funding for infrastructure programmes; adverse political developments in various countries and regions, including the ongoing geopolitical conflict in Ukraine; failure to complete or successfully integrate acquisitions; the duration of the COVID-19 pandemic; weather conditions; and other factors discussed elsewhere in this presentation, as well those factors discussed under “Principal Risks and Uncertainties” in the Company’s 2022 interim results announcement on Form 6-K furnished to the US Securities and Exchange Commission (“SEC”) and under “Risk factors” in the Company’s 2021 Annual Report on Form 20-F as filed with the SEC.

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A modern, multi-story office building with a dark facade and large glass windows, illuminated from within. The building is set against a clear blue sky at dusk. In the foreground, there is a paved area with some landscaping, including a young tree and a sign that says "Welcome".

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