CRH plc
Investor/Analyst Visit Switzerland
23 – 25 May, 2007

Europe Materials Focus on Switzerland

Henry Morris, Chief Operating Officer
## Switzerland

### Country Overview

<table>
<thead>
<tr>
<th></th>
<th>2003</th>
<th>2004</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
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</thead>
<tbody>
<tr>
<td><strong>Stable GDP Growth</strong></td>
<td>-0.3%</td>
<td>2.3%</td>
<td>1.9%</td>
<td>2.6%</td>
<td>2.1%</td>
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<tr>
<td><strong>Low Inflation</strong></td>
<td>0.6%</td>
<td>0.8%</td>
<td>1.2%</td>
<td>1.2%</td>
<td>0.8%</td>
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<tr>
<td><strong>Exported growth</strong></td>
<td>0.7%</td>
<td>7.6%</td>
<td>6.3%</td>
<td>8.5%</td>
<td>3.2%</td>
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<td><strong>Flexible economy</strong></td>
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<tr>
<td><em>Unemployment rate</em></td>
<td>3.7%</td>
<td>3.9%</td>
<td>3.8%</td>
<td>3.4%</td>
<td>3.0%</td>
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<tr>
<td><em>Population growth</em></td>
<td>0.7%</td>
<td>0.7%</td>
<td>0.6%</td>
<td>0.6%</td>
<td>0.6%</td>
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<tr>
<td><strong>High Public Spend on Infrastructure</strong></td>
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<tr>
<td><em>Construction % GDP</em></td>
<td>11.0%</td>
<td>11.1%</td>
<td>11.2%</td>
<td>11.2%</td>
<td>11.1%</td>
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</tbody>
</table>

**Stable mature economy with a history of strong infrastructure investment**
Switzerland
2001 to 2006

- Nov, 2000: Acquired JURA Group (€425 m)
- Post-acquisition strategy …
  - Divest non-core assets appropriately
  - Expand readymixed concrete and aggregate operations via bolt-on acquisitions
  - Improve cement operations to achieve Best Practice performance levels in both plants
  - Manage Distribution business in CRH Europe P&D Division
Switzerland

Key Actions

- Divested acquired non-core assets (CHF 95 m)

- Dec, 2002 Acquired Hard AG (readymix & aggs)
  - Entry into Zurich market
  - Sand-lime Brick operation

- Jan, 2004 Acquired Hastag AG (readymix & aggs)
  - Substantial aggregates reserves (c.40 years)
  - Additional regions – Zurich & St. Gallen
  - Improved exposure to housing & non-residential building
  - Increased cement sales
  - Access to building materials recycling business
Switzerland
Optimisation in Cement

Investment in Wildegg Plant …

- Increase alternative fuels to 60%
- Lower power consumption (5 kWh/t)
- Higher capacity … +10%
- Automation, lower manning
- New crushing plant
- New packing plant

… and use of Cornaux as a Swing Producer
Switzerland
Jura Locations

- 2 Cement plants – 1m tonnes
- 9 Main Aggregate Pits – 5.7m tonnes
- 2006 Sales €0.25Bn
- Op Margin c. 17%

Key People …

- Urs Sandmeier  Managing Director, Jura Cement
- Paul Zosso  Managing Director, Jura Aggs & RMC
- Ulrich Meier  Financial Director, Jura-Holdings
- Adrian Streuli  Production Director, Jura Cement
- Bernard Chevalley  Technical Director
Jura Locations
Where we will visit

- Jura Cement Plant – Wildegg
  - Constructed in 1890, new kiln erected in 1985
  - Clinker: 650,000 tonnes p.a.; Cement: 750,000 tonnes p.a.
  - 116 employees; Adrian Streuli, Production Director (Jura Cement) & Plant Manager (Wildegg)

- Aggregates Dredging Facility – Lucerne
  - 3 dredgers on lake, raw material reserves for c. 30 years
  - Production capacity, dredger at Beckenried: 120m³/h
  - 37 employees; Ulrich Freyenmuth, Managing Director; Ernst Giezendanner, Technical Director