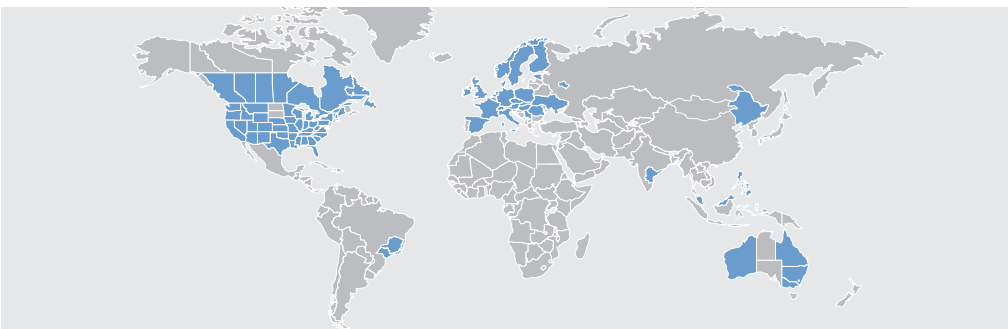




# Media Factsheet 2019

## What is CRH?

CRH is the leading building materials business in the world. Our global footprint spans 31 countries, on five continents, employing 78,000 people at over 3,100 operating locations, serving customers across the entire building materials spectrum.



CRH operates across three integrated platforms of scale comprising Americas Materials, Europe Materials and Building Products.

### Americas Materials

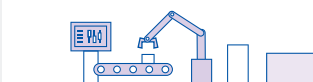


~40% EBITDA\*

1,450 Operating Locations  
3 Countries

Aggregates • Cement • Asphalt • Ready-mixed Concrete • Paving & Construction

### Building Products



~30% EBITDA\*

500 Operating Locations  
20 Countries

Architectural Products • BuildingEnvelope® • Infrastructure Products • Construction Accessories

### Europe Materials



~30% EBITDA\*

1,150 Operating Locations  
22 Countries

Aggregates • Cement • Lime • Asphalt • Ready-mixed Concrete • Precast Concrete • Paving & Construction

\*EBITDA in 2018

## What do we do?

CRH manufactures and supplies a range of building materials, products and innovative solutions for the construction industry. From primary materials that we extract, process and supply, to products that are highly engineered and high-value-added, CRH is uniquely positioned to address evolving trends in global construction markets. Our products can be found throughout the built environment in a wide range of construction projects from major public infrastructure to commercial buildings and residential structures.

## How we performed in 2018

Record profit delivery	Strong financial discipline	Significant shareholder returns
Sales €26.8 bn	⬆️ +6%	EBITDA €3.4 bn
Profit after Tax €2.5 bn	⬆️ +31%	Earnings per Share 302.4 cent
Cash Flow €2.4 bn	⬆️ +8%	Dividend per Share 72.0 cent
		⬆️ +7%
		⬆️ +33%
		⬆️ +6%

## Key Characteristics



### Proven track record

Strong financial discipline is a hallmark of CRH. We have a proven track record of cash generation and returns and since 1970, CRH has delivered an industry leading compound Total Shareholder Return (TSR) of 14.8%.



### Scale in attractive markets

CRH is the largest building materials company in North America and the largest heavy-side materials company in Europe.



### Long-term growth opportunity

There is natural demand for CRH products driven by population and economic growth and the need to continually build and maintain the built environment.



### Business breadth and balance

CRH's product range enables us to service infrastructure, residential and non-residential demand for repair and new build construction projects.



### Vertically integrated

CRH's vertically integrated business model sets us apart in the industry. Offering a full range of products and services to customers, vertical integration delivers operational efficiencies and drives value through the supply chain.



### Continuously improving

CRH is relentlessly focused on building better businesses through operational and commercial excellence, coordinated and driven from the centre and delivered locally by our businesses around the world.



### Unique acquisition model

CRH builds and grows successful businesses by regularly acquiring small to mid-sized companies that complement our portfolio and adding larger strategic deals to create further platforms for growth.



### Efficient capital management

Whether a capital expenditure project, an acquisition or divestment, or the return of cash to shareholders through dividends or buybacks, every capital allocation decision at CRH is assessed on its ability to deliver maximum value for shareholders.



### Sustainable business model

CRH is acutely aware of its role in advancing the global sustainability agenda and is actively pursuing opportunities presented by the need for more sustainable construction methods and products.

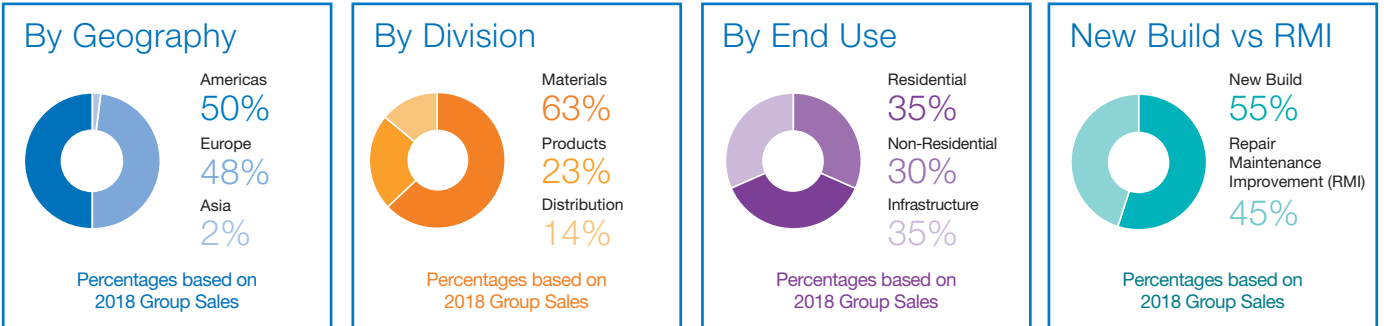


### Experienced leadership

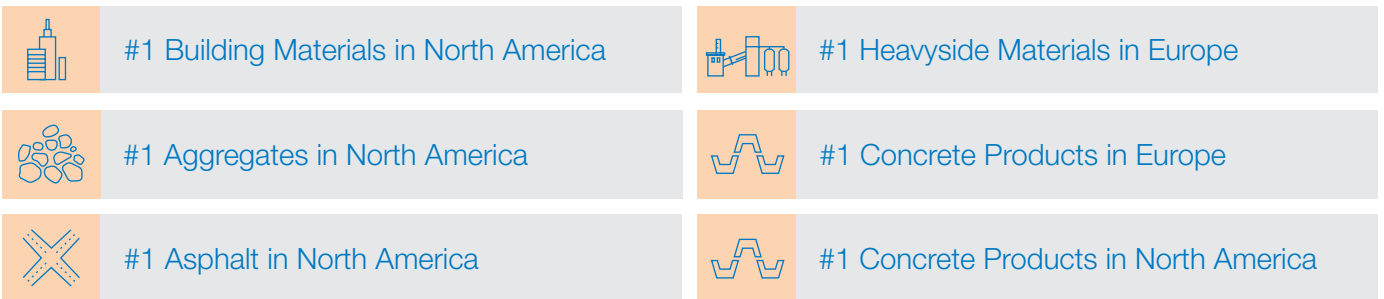
CRH's world class leadership team has a proven track record of performance delivery, underpinned by ongoing talent development and succession planning.



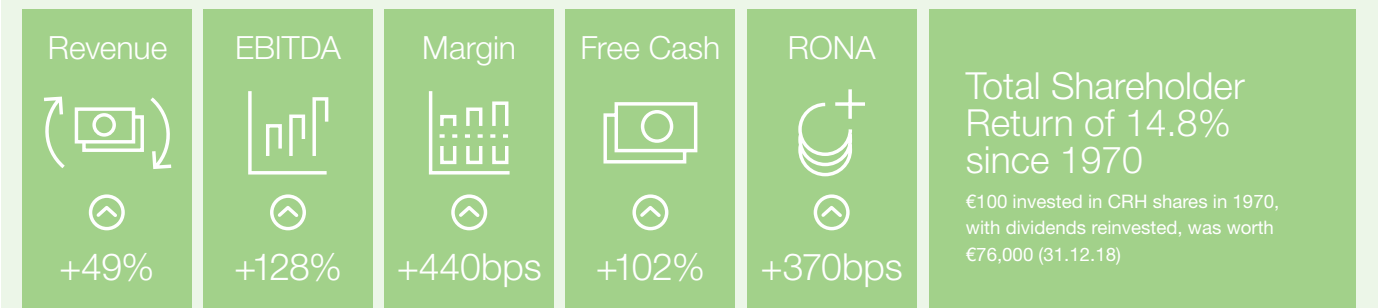
## Our Balanced Portfolio



## Leadership Positions



## Strong Track Record of Delivering Value for Shareholders (2013-2018)



## Our Leadership



## Media Contacts

