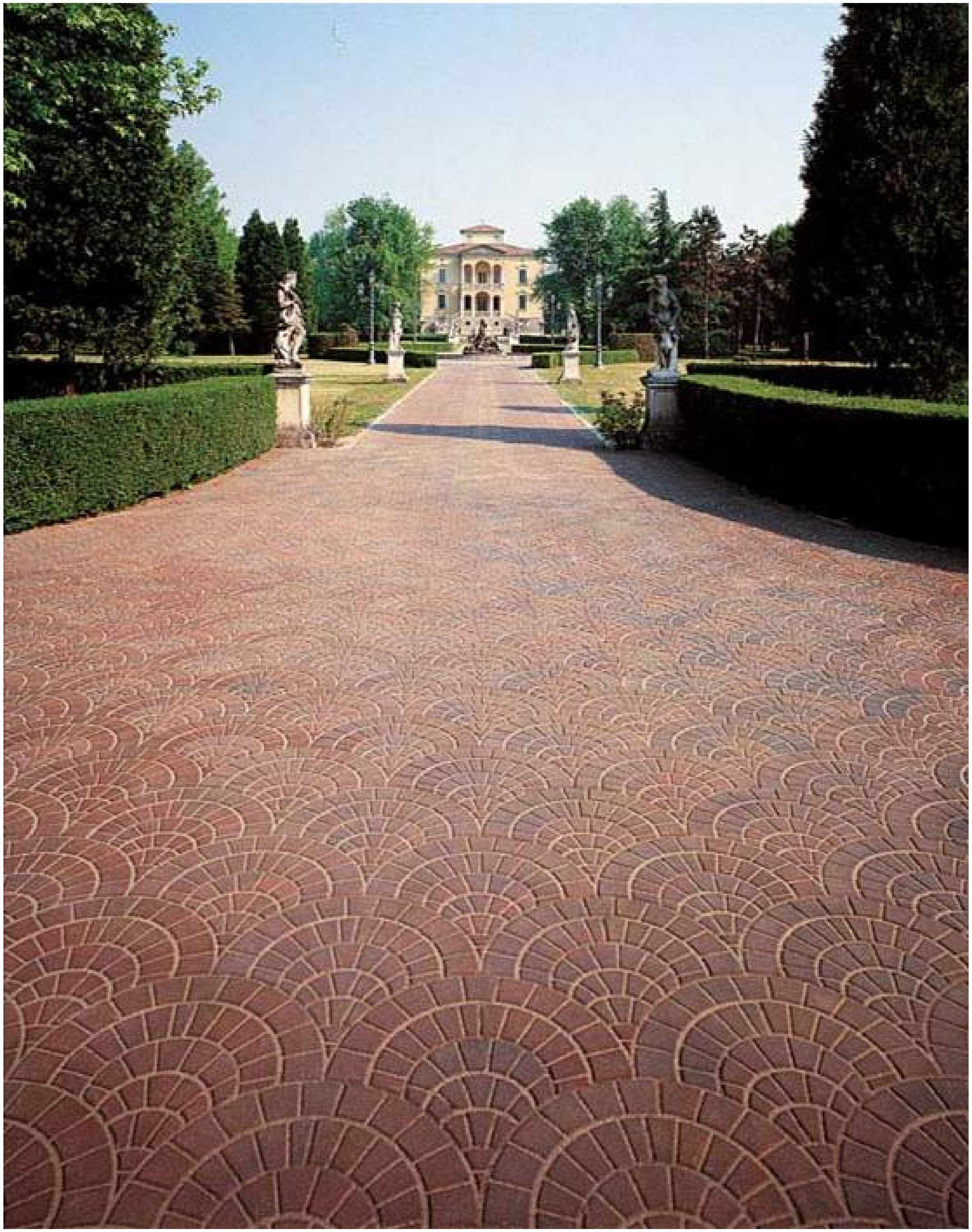


CRH plc
Investor/Analyst Visit
Switzerland
23 – 25 May, 2007

Europe Products & Distribution

Máirtín Clarke
Managing Director

Europe Products & Distribution
Agenda

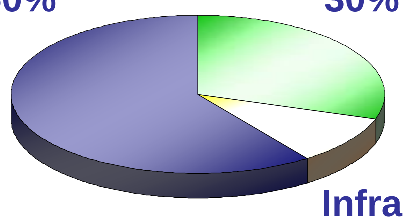
Operations & Strategy ……..Máirtín Clarke

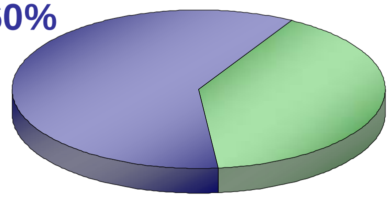
Focus on Switzerland ……...Erik Bax

Europe Products & Distribution
Overview

	Prods	Dist	Total
Sales 2006	€3.2Bn	€2.8Bn	€6Bn
5-yr Sales CAGR			c. 22%
Op. Margin*	7.9%	5.5%	6.8%

Countries	15	7	17
Locations	663	537	1,200
Employees	18,000	8,000	26,000





*Excludes non-recurring items

Europe Products & Distribution
Organisation

Máirtín Clarke
Managing Director

Peter Erkamp
Finance Director

Michael Stirling
Human Resources

Rudy Aertgeerts
Concrete Products

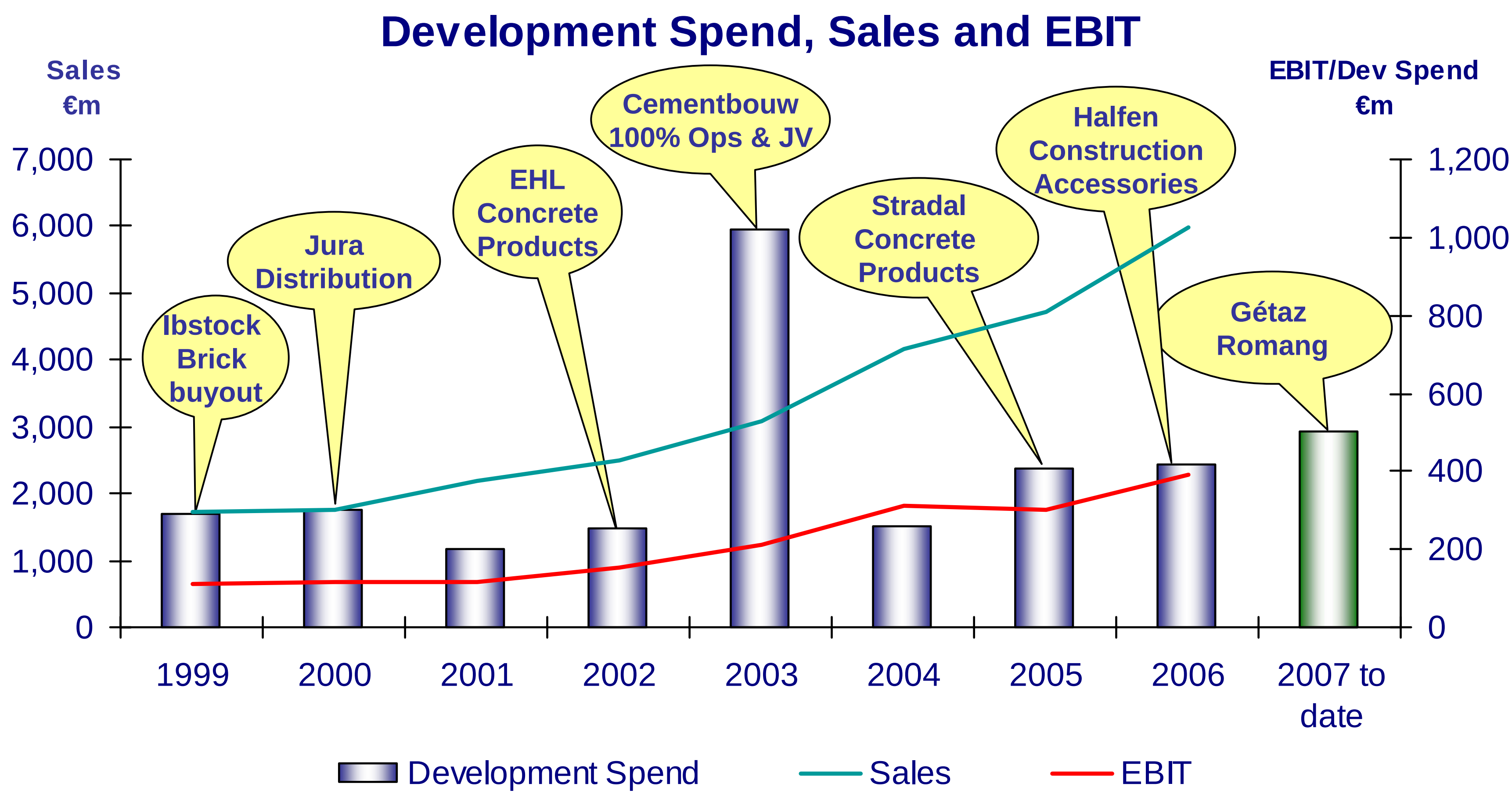
Wayne Sheppard
Clay Products

Marc St. Nicolaas
Building Products

Erik Bax
Distribution

.... A blend of experience, background and cultures ....

Europe Products & Distribution
Development



Europe Products & Distribution
Concrete Products

Architectural

Largest paving/landscaping group in Europe

Landscape & infrastructure paving, patio tiles, architectural masonry, poles, vaults, channels, environmental products

Structural

2nd largest producer in Europe

Elements & Integrated Systems: flooring & walling, sandl-ime bricks, lightweight concrete products, stairs, structural beams & columns

Concrete Products
European Leader with strong national positions

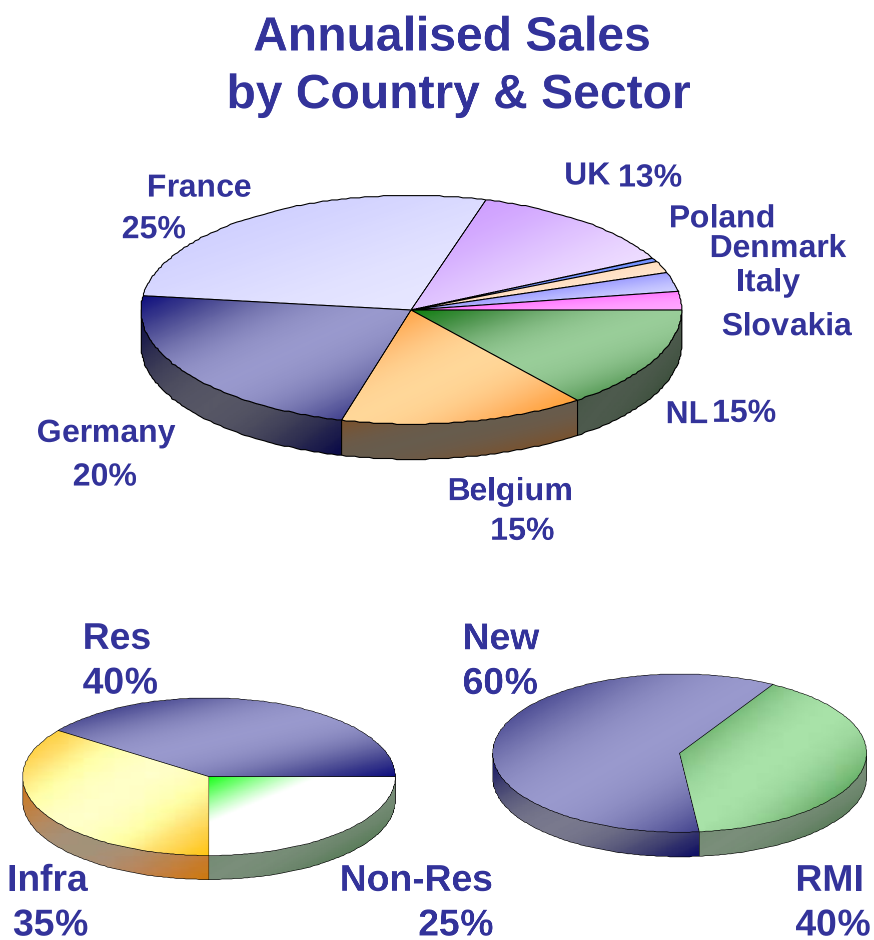
Sales 2006	**€1.6Bn**
5-yr Sales CAGR	**c. 30%**
Op. Margin*	**c. 9%**

Pavers & Blocks	**11.4m tonnes**
Structural	**6.3m tonnes**

- **Architectural** - 60%
  - No.1 Paving - Netherlands, Belgium, France, Slovakia, Germany
  - No.2 Paving - Denmark
  - No.1 Arch Masonry - UK
- **Structural** - 40%
  - No.1 Netherlands, Belgium, Switzerland, Denmark, Poland

*Excludes non-recurring items

Concrete Products - Strategy
Architectural

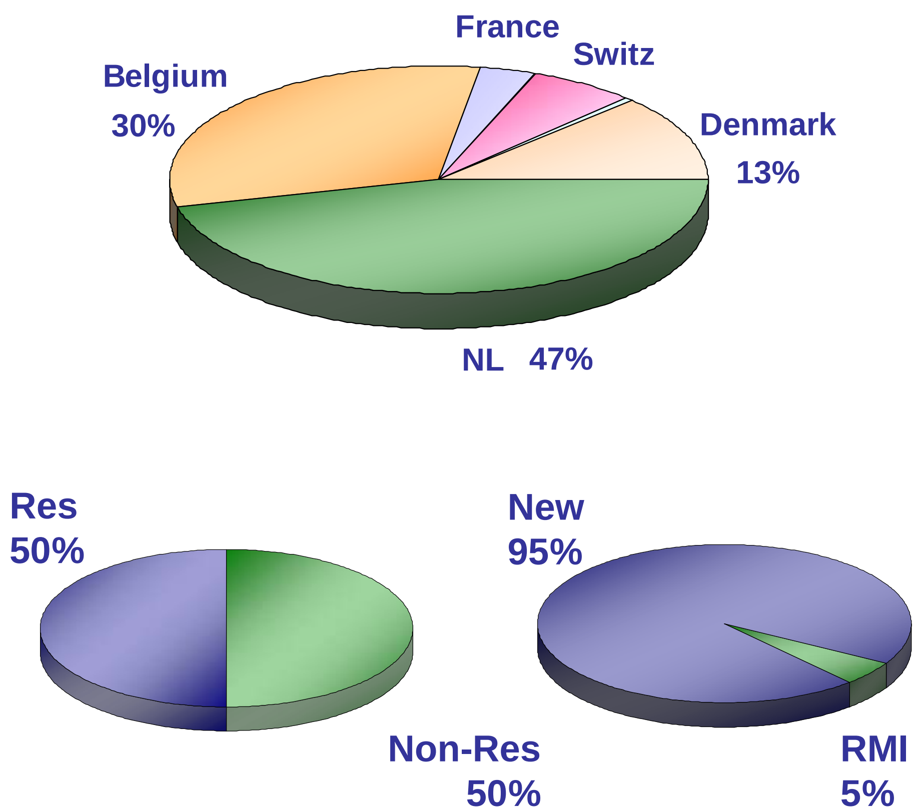


- **Consolidate in Established Regions** (NL, BE, FR, DE, UK) – Extract synergies & grow through bolt-ons
- **Develop in New Regions** (Scandinavia, CEE, Italy): Develop markets & accelerate growth
- **Establish further footholds** in Med region and CEE
- **Provide support** from established to newer regions: product assortment, logistics, marketing skills, technology

Concrete Products - Strategy

Structural

Annualised Sales by Country & Sector



- **Established Regions** (NL, BE, DK, CH)
  - Extract synergies
  - Promote precast penetration
  - Develop Systems approach
- **Adjacent Regions** (FR & DE)
  - Replicate successful model in France & Germany
- **Establish New Platforms** (Med region and CEE)
- **Achieve excellence** – through first class engineering, project management, logistics and marketing skills

Europe Products & Distribution
Clay Products



Cladding Solutions	**Facing bricks & Façade solutions**
Structural	**Pavers –** *Landscape & infrastructure paving*
	Roof tiles – *Standard & specialised roof tiles*
	Blocks – *Structural blocks*

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Clay Products
Strong regional positions

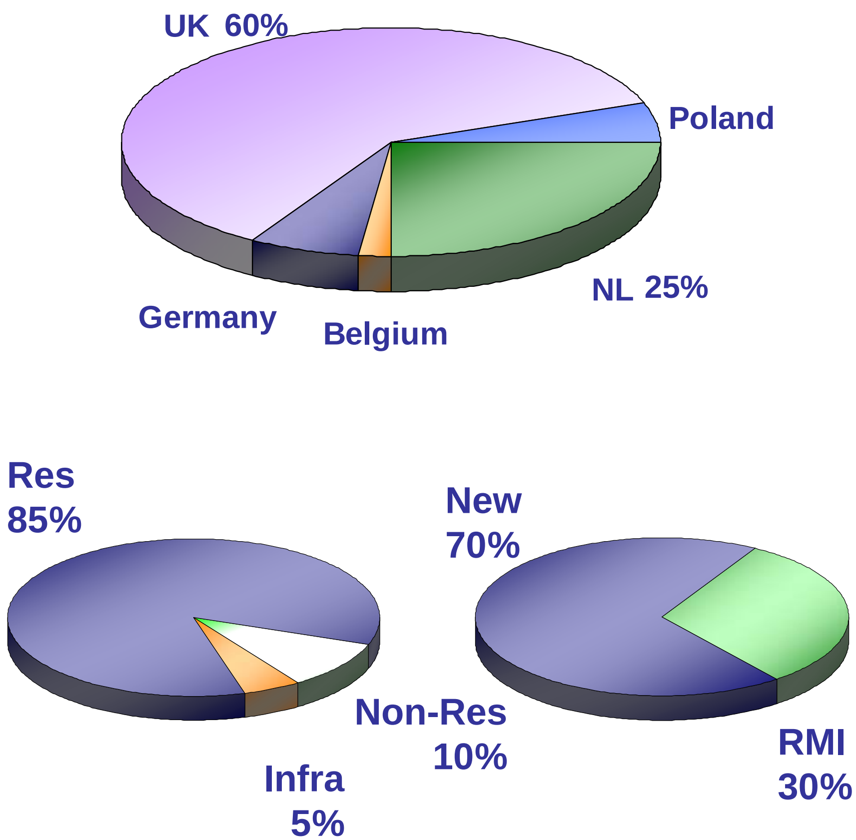
Sales 2006	**€0.4Bn**
5-yr Sales CAGR	**c. 4%**
Op. Margin	**c. 9%**

Volumes	**3.0m tonnes**

- **No 2 facing bricks, pavers and blocks in Europe**
- **Facing bricks**
  - No.1 UK facing bricks
  - No.1 NL top-segment facing bricks
  - Top 2 Poland facing bricks
- **Landscape & infra paving**
  - No.2 German clay pavers
  - No.2 Dutch clay pavers
- **Structural blocks**
  - Strong regional player in Poland

Clay Products
Strategy

Annualised Sales by Country & Sector



- Strengthen leadership positions in UK, Netherlands and manage improving German market
- Expand presence in fast growing Polish market and focus development on CEE
- Optimise capacity utilisation, cost efficiencies
- Invest to improve energy efficiency, enhance flexibility

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Europe Products & Distribution
Building Products

Construction Accessories
Metal & plastic accessories for construction

Insulation
Foam-based insulation:
EPS, XPS, XPE
PUR/PIR

F&S, D&V, RSA
Fences, gates, mobile fencing, perimeter security & access control

Continuous rooflights, roof domes, roofing systems, active & natural ventilation systems

Roller Shutter/Awnings components & systems

Building Products

Building positions in growth sectors

Sales 2006	**€1.2Bn**
5-yr Sales CAGR	**c. 24%**
Op. Margin	**c. 6%**

- **Construction Accessories**
  - No.1 in Western Europe
- **Insulation**
  - Leading player in European foam insulation - 6.3m m^3/year
- **F&S, D&V, RSA**
  - No.1 security fencing & perimeter protection in Europe - 3.0m lineal mtrs
  - Top 2 Europe – glass structures, plastic rooflights, natural ventilation systems - 1.2m m^2
  - No.1 in the Netherlands RSA

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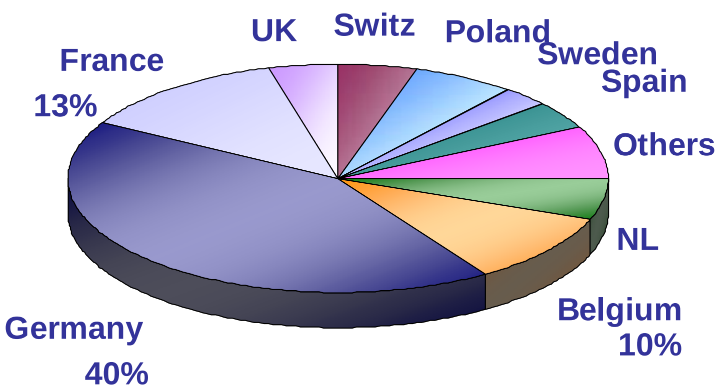
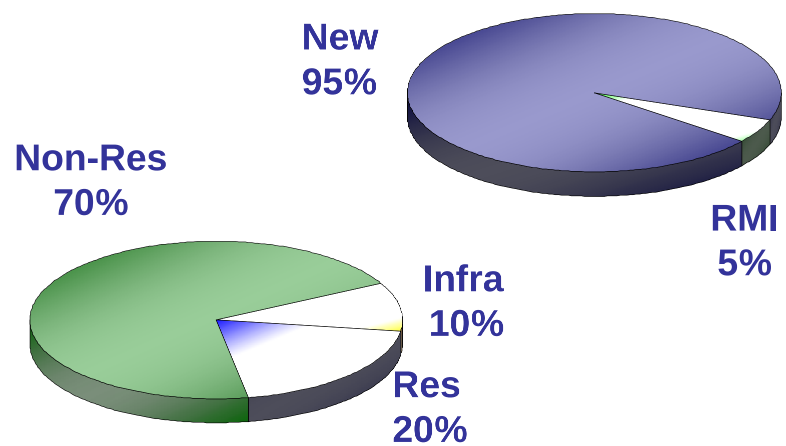
Building Products
Construction Accessories

2006 Sales €0.3Bn by Country



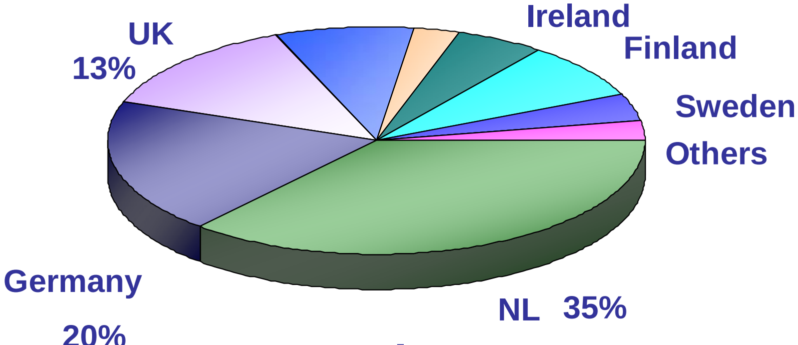
Op Margin c. 10%

- **Accessory products** used in precast industry and on-site to improve:
  - **Building process efficiency** (easy fixing, formwork accessories, spacers, lifting and transport accessories)
  - **Technical performance** (sealing, acoustics, dowels, balcony insulation)



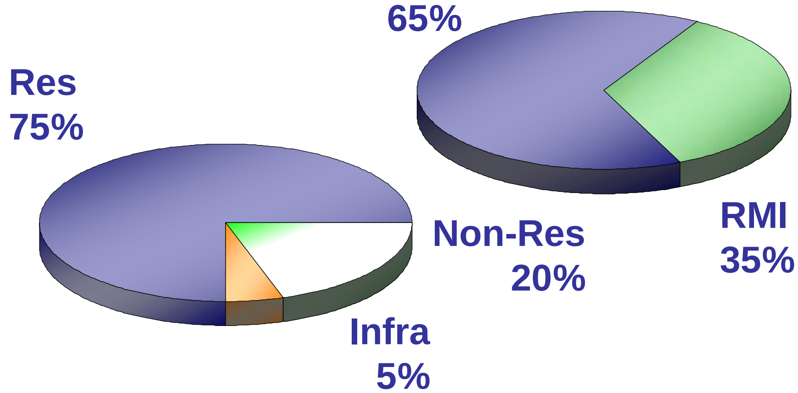
Building Products
Insulation

2006 Sales €0.4Bn by Country



Op Margin c. 4%
(in recovery mode)

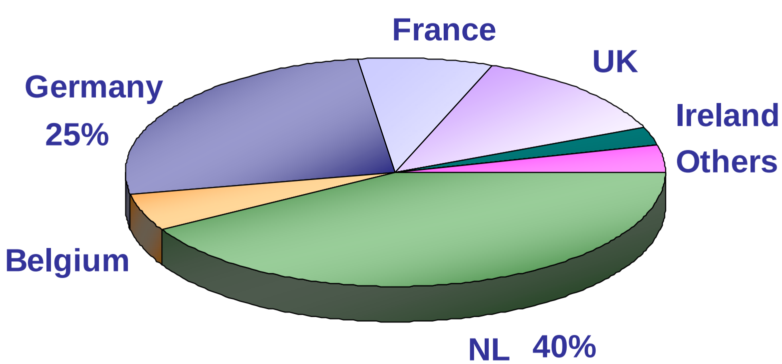
- **Growing market driven by**
  - Regulation and environmental considerations
  - Changing attitudes towards building energy efficiency
  - Strong New build and RMI opportunities



Building Products

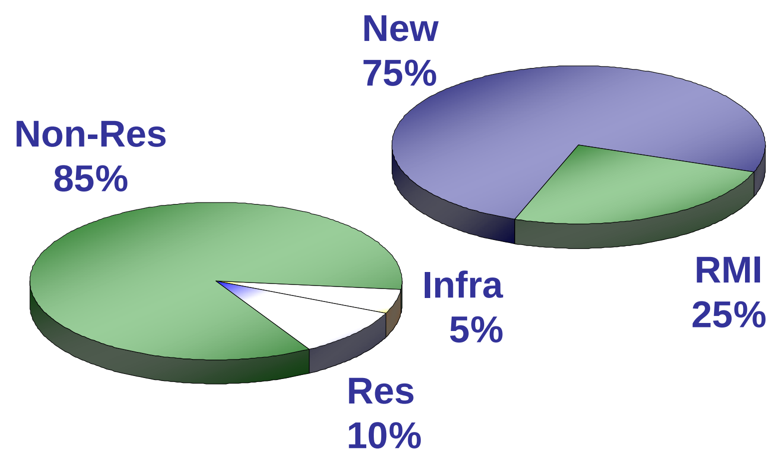
Fencing & Security, Daylight & Ventilation, Roller Shutters & Awnings

2006 Sales €0.5Bn by Country



Op Margin c. 6%
(*impacted by weak D&V in 2006*)

- **Complementary building products used to control and enhance the building environment:**
  - Growing markets driven by increasing demand for Climate, Security & Entrance Control



Building Products - Strategy
Building positions in growth sectors

- **Construction Accessories**
  - Expand our pan-European presence in this fast-growing, fragmented market
- **Insulation**
  - Continue profit/margin recovery programme and best practice exchange
  - Build on leading positions and develop improved insulation systems
  - Selective acquisitions and greenfielding in niche sectors
- **F&S, D&V, RSA**
  - Grow security fencing & perimeter protection from current strong base
  - D&V: Focus on organic profit/margin improvement & develop in new product areas
  - Build on leading RSA Dutch position; expand to other countries

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Europe Products & Distribution
Distribution

Professional Builders Merchants

General heavy building materials merchants, cash & carry and roofing merchants

DIY

Broad consumer-oriented light building materials outlets

Specialist Merchants

Ceramics & Sanitary Ware, Aluminium, Ironmongery

Distribution

7 countries, sales c. €3.5Bn post Gétaz-Romang

Sales 2006	**€2.8Bn**
5-yr Sales CAGR	**c. 23%**
Op. Margin*	**5.5%**

Builders Merch	**331 branches**
DIY	**206 stores**

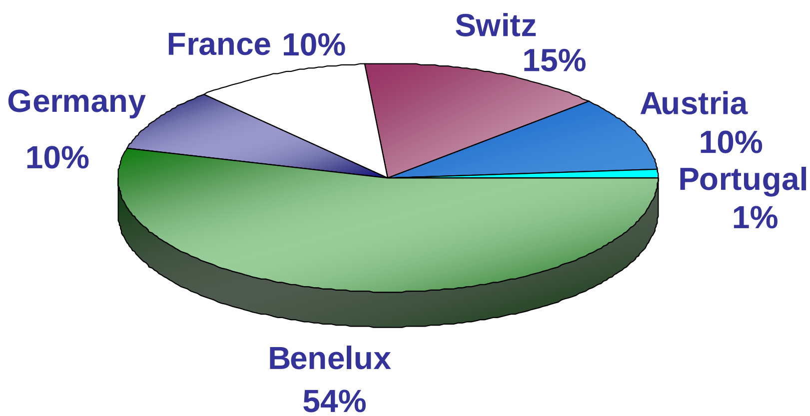
- **Builders Merchants** - 72%
  - General heavy building materials merchants
  - Specialised merchants in flat roofing products, sanitary ware and tiles
- **DIY -** 28%
  - Broad consumer-oriented light building materials outlets

**Excludes non-recurring items*

CRH Distribution Europe

Building a pan-European Distribution group

2006 Sales €2.8Bn* by Country



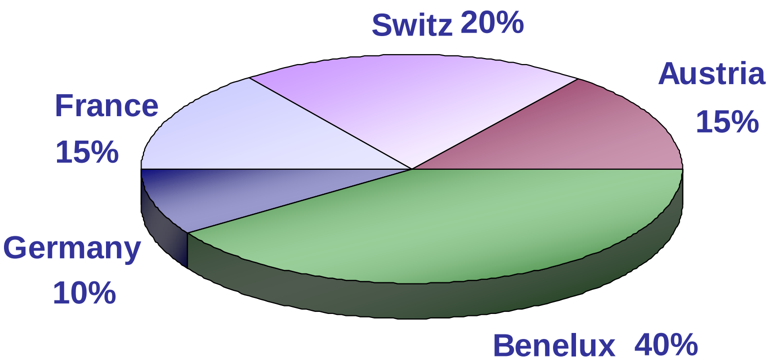
Op Margin 5.5%
(excl. Non-recurring items)

**Excludes Gétaz-Romang*

- In mature economies
- With top class regional positions
- Strong commercial focus on regional markets
  - Supported by strong brands
  - Driven by focused and entrepreneurial management teams
- Centralised purchasing, logistics and back-office by region to achieve operational excellence
- Achieving industry best practice standards of health and safety

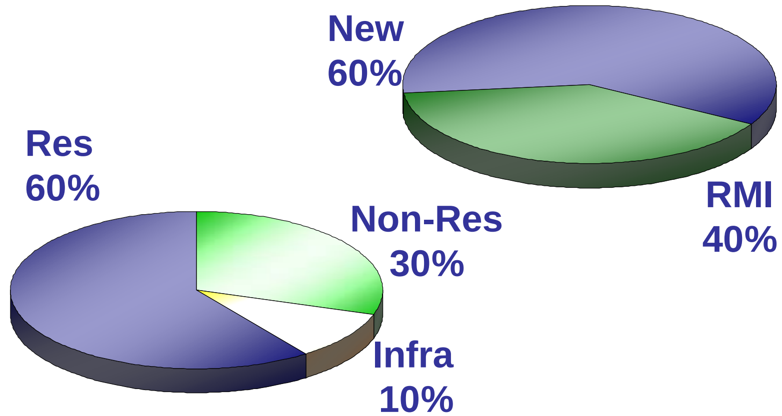
Distribution
Builders Merchants

2006 Sales €2.0Bn by Country



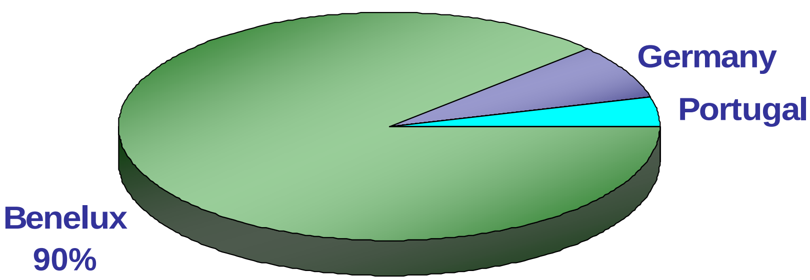
Op Margin c. 4%

- **Netherlands:** No.1
- **Switzerland** No.1 *(incl Gétaz Romang)*
- **Austria:** No.1
- **France**
  - No.2 in Ile de France
  - No.1 in SE (*Samse 22%/Doras 58%)*
- **Germany:** No.3 *(Bauking 48%)*



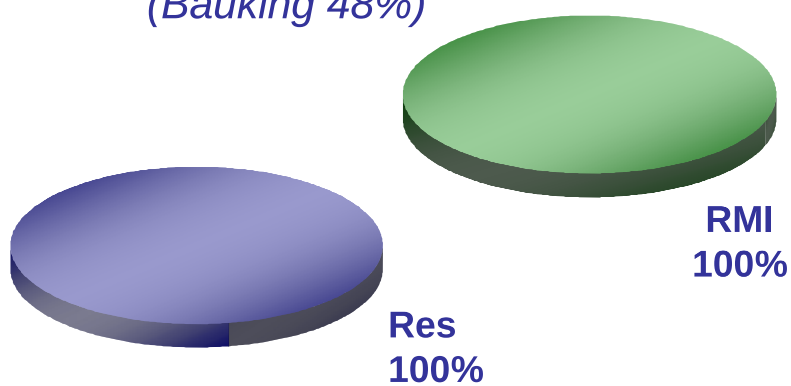
Distribution
DIY

2006 Sales €0.8Bn by Country



Op Margin c. 10%

- **Benelux**
  - No.1 Netherlands
  - No.2 Belgium
  - Member of Gamma and Karwei franchises
- **Portugal:** No.2 (*MaxMat 50%*)
- **Germany**
  - Member of Hagebau franchise *(Bauking 48%)*



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Distribution - Strategy

Continue to build on success

- Builders Merchants
  - Build on our strong local positions
  - Expand into neighbouring regions
- DIY
  - Continue to grow in Benelux Portugal and Germany through greenfield investments and acquisitions
- New Regions
  - Develop new regions both in builders merchants and DIY
- Continue to realise operational excellence from expanded network

Conclusion
Performance enhancement & growth to continue

- Emerging from difficult markets
- Good start to 2007, optimistic outlook
- Existing businesses, well positioned to capitalise on:
  - Strong solid platforms post restructuring in early 2000's
  - Scale effect & leading market positions
  - Increasing construction demand
  - Aim to stretch our businesses, increase sales & margins
- Development, well positioned to grow in mature & developing regions
  - Strong pipeline, robust development activity
  - High degree of fragmentation in our mature, developed core markets
  - Excellent opportunities in new regions and Eastern Europe

.... Leading to performance enhancement and significant growth ....