



CRH plc  
Investor/Analyst  
Visit Switzerland  
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## Europe Materials Focus on Switzerland

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# Switzerland

## Country Overview

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

**Stable mature economy with a  
history of strong infrastructure investment**



# Switzerland

## *2001 to 2006*

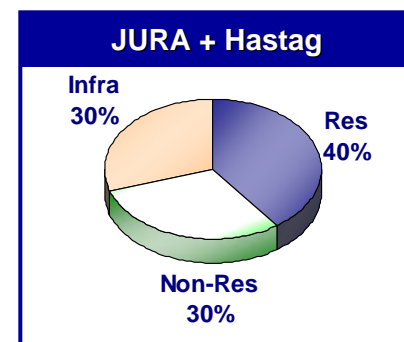
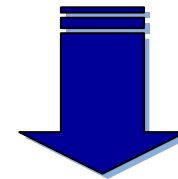
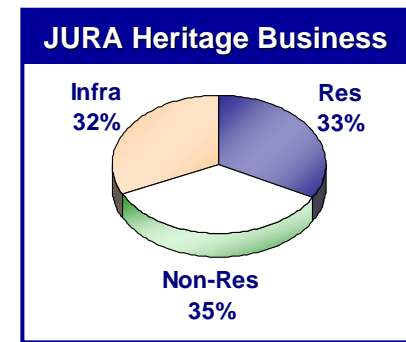
- Nov, 2000: Acquired JURA Group (€425 m)
- Post-acquisition strategy ...
  - Divest non-core assets appropriately
  - Expand readymixed concrete and aggregate operations via bolt-on acquisitions
  - Improve cement operations to achieve Best Practice performance levels in both plants
  - Manage Distribution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



*Wildegg Plant, Switzerland*

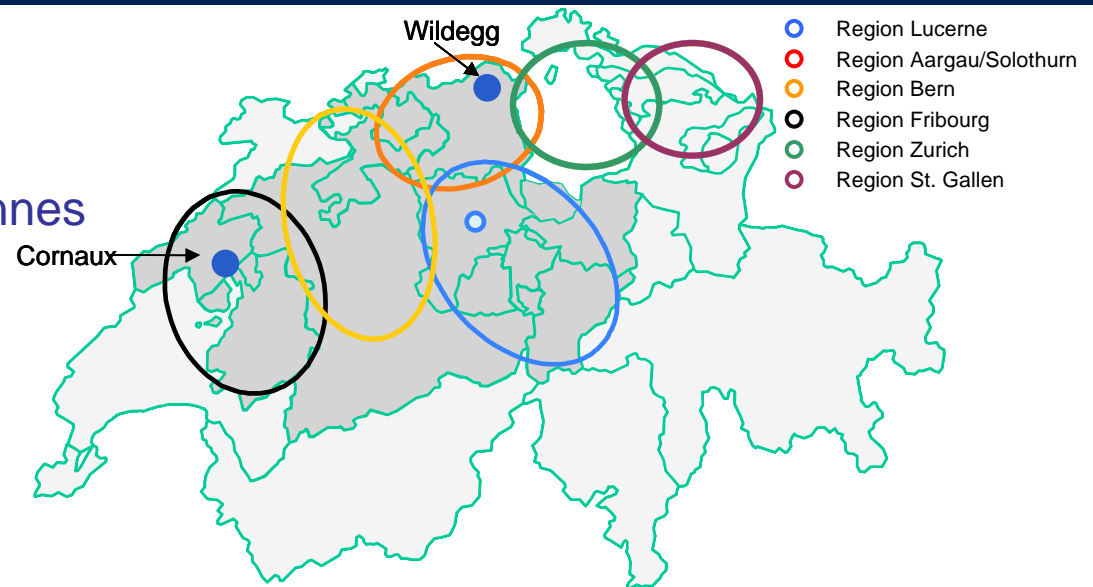
### *... and use of Cornaux as a Swing Producer*

# 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: 120m<sup>3</sup>/h
  - 37 employees; Ulrich Freyenmuth, Managing Director; Ernst Giezendanner, Technical Director