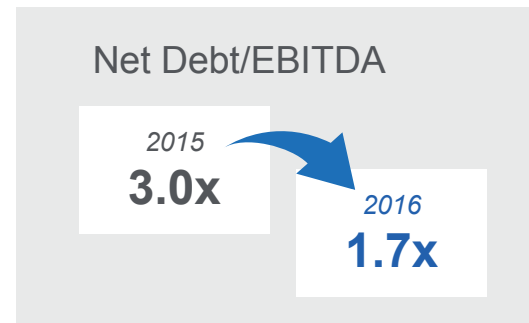
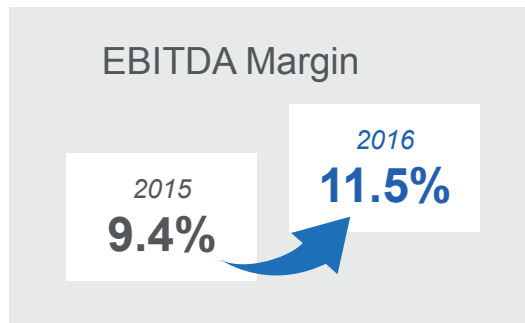
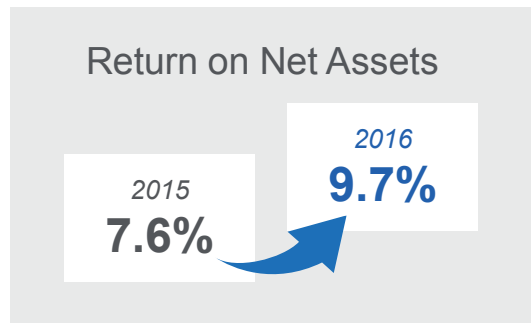
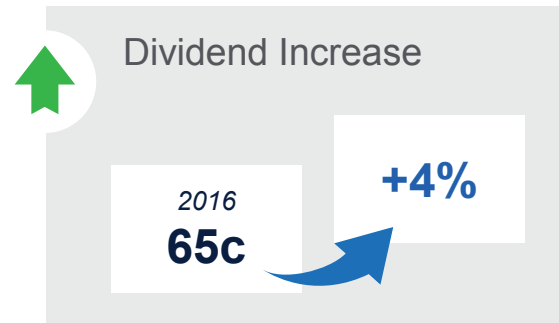
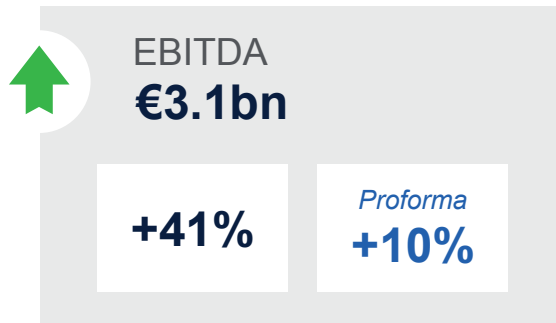
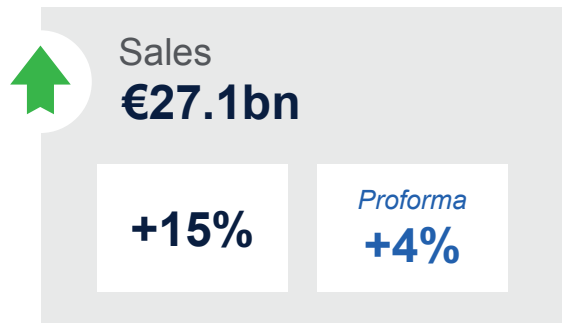




# 2016 Results



# 2016 Financial Performance

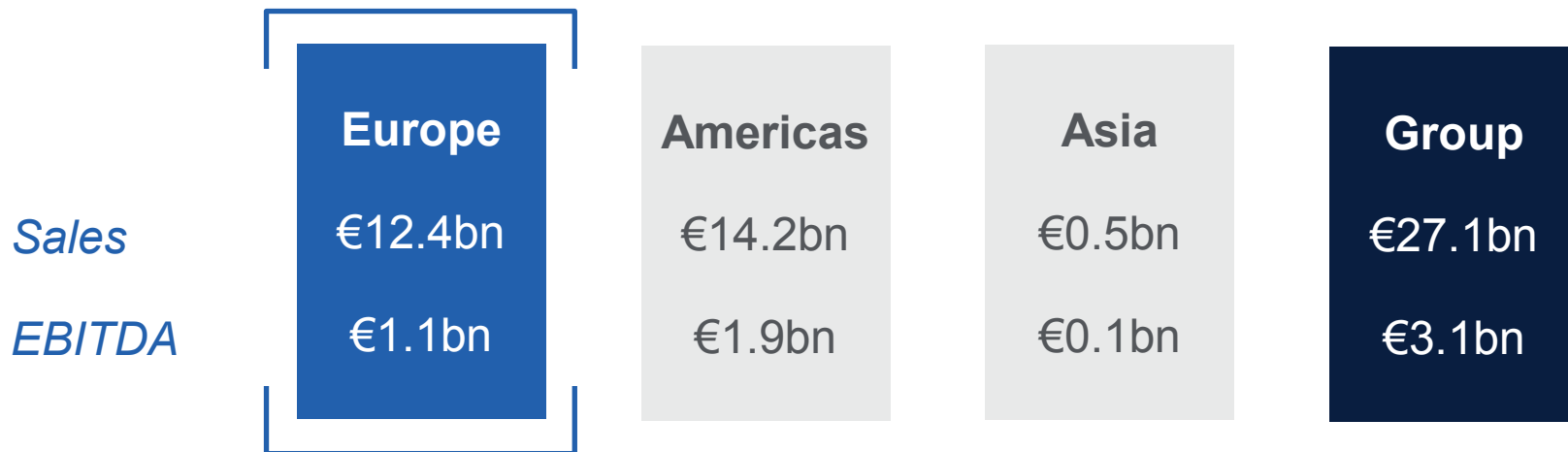




# Trading Performance



# 2016 Trading by Region

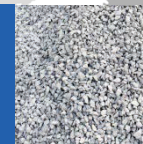




# Europe Heavyside

- #1 in heavyside building materials in Europe
- 18 countries ... top 3 position in all major markets
- Vertically integrated business;  
Cement & Aggregates focused
- Balanced sector & end-use exposures  
35% Res; 30% Non-Res; 35% Infra

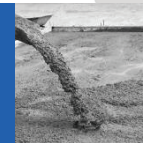
119mt  
Aggregates



26mt  
Cement



16m m<sup>3</sup>  
Readymixed  
Concrete



13mt  
Concrete  
Products



10mt  
Asphalt



# Europe Heavyside – Trading Performance

- Markets ahead in the UK, France & Germany
- Profit improvement through continued focus on commercial & operational excellence
- Pricing environment remains challenging
- Poland & Switzerland markets stable; CRH volumes down

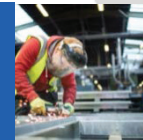
2016	€m	Change vs. 2015	
			Proforma
Sales	7,396	+41%	+6%
EBITDA	814	+77%	+2%
Margin	11.0%	+220bps	-40bps



# Europe Lightside & Distribution

- Leading supplier of engineered & value-added construction products
- Distributor of building materials ... primarily to professional builders & specialist contractors
- Late cycle business ... Res & Non-Res focus

Engineered  
Construction  
Products  
100 locations



Distribution  
7 Countries  
850 Branches



# Europe Lightside – Trading Performance

- Positive trends continued in the Netherlands; particularly new-build Res
- UK & Germany performed well
- Margin expansion ... self-help measures, portfolio management & commercial initiatives

2016	€m	Change vs. 2015	
			Proforma
Sales	941	-2%	+7%
EBITDA	104	+4%	+12%
Margin	11.1%	+70bps	+60bps

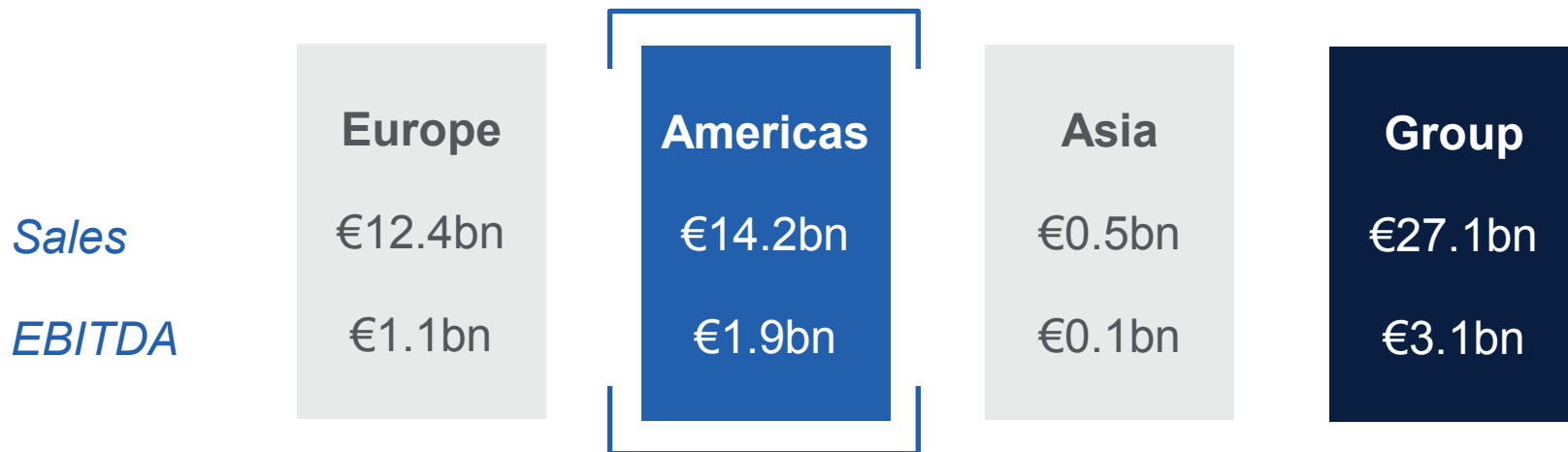


# Europe Distribution – Trading Performance

- Netherlands & Belgium continued ahead; Germany stable
- France & Switzerland remained competitive
- Good profit delivery ... improved category management & cost control

2016	€m	Change vs. 2015	
			Proforma
Sales	4,066	-2%	-
EBITDA	206	+20%	+3%
Margin	5.1%	+100bps	+20bps

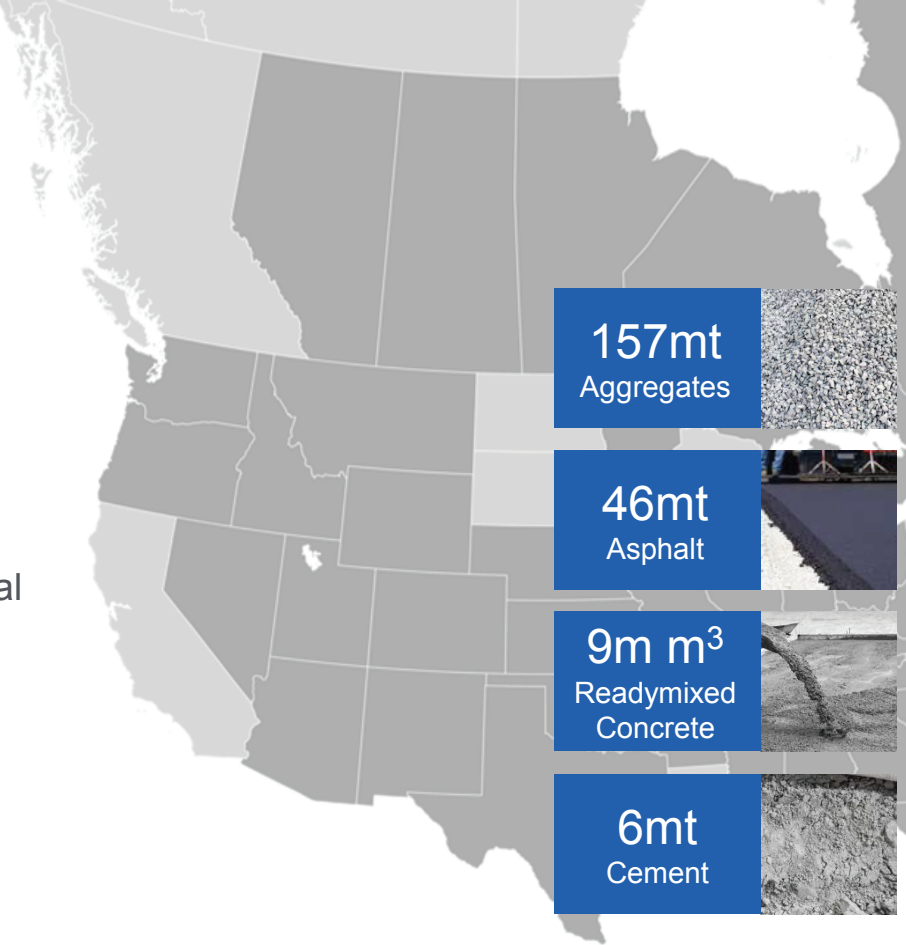
# 2016 Trading by Region





# Americas Materials

- #1 Building materials company in North America
- 43 US states & 8 Canadian provinces
- Leading market positions ... backed by substantial mineral reserves
- 55% exposure to infrastructure



# Americas Materials – Trading Performance

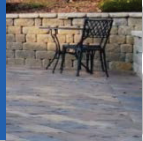
- Good growth in all US regions ... and Canada
- Volumes & margins ahead ... in all products
- Good operating leverage ... benefiting from performance initiatives in recent years

2016	€m	Change vs. 2015	
			Proforma
Sales	7,598	+8%	+2%
EBITDA	1,204	+26%	+15%
Margin	15.8%	+220bps	+180bps

# Americas Products & Distribution

- Supplier & manufacturer of value-added construction products
- Specialist distributor of building materials to professional contractors
- 43 US states ... 5 Canadian provinces  
... leading market positions
- Focused on Res & Non-Res markets

Architectural  
Construction  
Products



Building  
Envelope®



Distribution



# Americas Products – Trading Performance

- Increased volumes ... improving product mix ... strong operating leverage
- Good growth in Res single-family construction
- Margin expansion ... supported by portfolio management
- CRL delivering ahead of expectations

2016	€m	Change vs. 2015	
			Proforma
Sales	4,280	+11%	+10%
EBITDA	543	+39%	+18%
Margin	12.7%	+260bps	+90bps

# Americas Distribution – Trading Performance

- Broad based recovery; solid Res & Non-Res demand
- Residential roofing shipments ahead; good growth in RMI activity
- Interior Products performed well  
... Office & Commercial sectors ahead

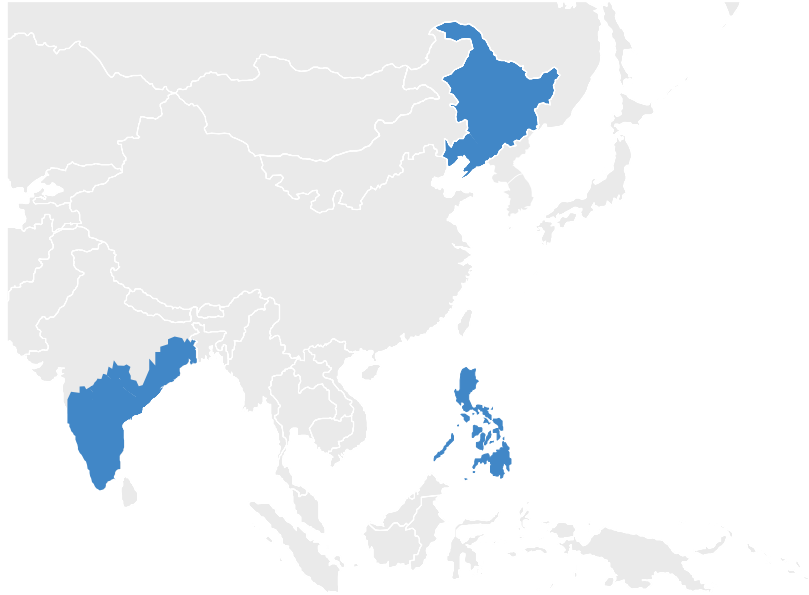
2016	€m	Change vs. 2015	
			Proforma
Sales	2,315	+4%	+4%
EBITDA	150	+7%	+7%
Margin	6.5%	+20bps	+20bps



# 2016 Trading by Region

	<b>Europe</b>	<b>Americas</b>	<b>Asia</b>	<b>Group</b>
<i>Sales</i>	€12.4bn	€14.2bn	€0.5bn	€27.1bn
<i>EBITDA</i>	€1.1bn	€1.9bn	€0.1bn	€3.1bn

# Asia Division



- Philippines ... 55% stake in 6mt cement business; #2 market position
  - India ... 50% stake in 9.5mt cement
  - China ... 26% stake in 32mt cement
- Focus on expanding capacity in the Philippines to meet demand

# Asia Division – Trading Performance

- Philippines – selling prices up in competitive markets ... volumes lower
- Good Res demand in major urban centres
- Government supportive of increased infrastructure spend

2016	€m	Proforma % change
Sales	508	+1%
EBITDA	109	-
Margin	21.5%	-20bps

2015 reflected partial year ownership of these assets; YoY comparison not meaningful on a reported basis.

# Financial Performance



# Components of Performance

€m	Sales	EBITDA
<b>2015</b>	<b>23,635</b>	<b>2,219</b>
Organic	684	239
Acquisitions/(Disposals)	3,118	669
Net Other (including FX)	(333)	3
<b>2016</b>	<b>27,104</b>	<b>3,130</b>

- Good organic performance
- Strong operating leverage
- Full year contribution from 2015 acquisitions
- Accelerated synergy delivery

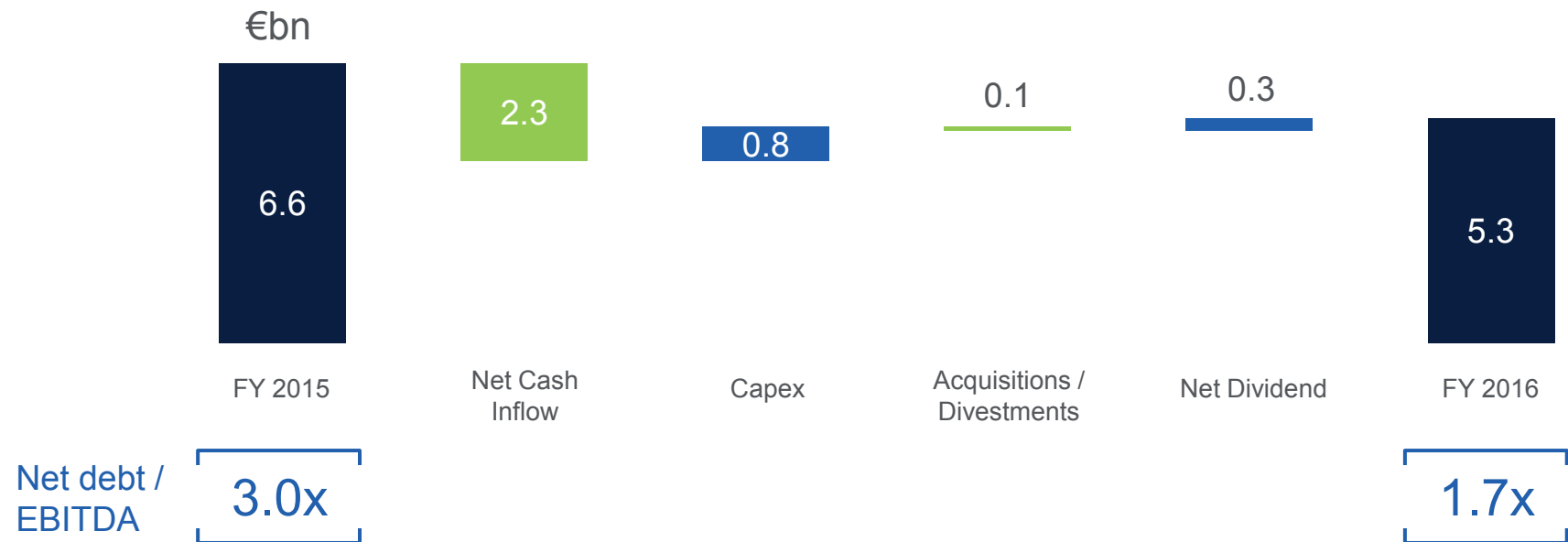


# Cash Flow Movements

€m	2016
<b>EBITDA</b>	<b>3,130</b>
Working Capital	56
Interest	(346)
Tax	(481)
Other	(19)
<b>Net cash inflow from operating activities</b>	<b>2,340</b>

- Significant area of focus in 2016
- 75% of EBITDA converted to cash
- Continued improvement in working capital management

# FY 2016 Net Debt Bridge



... strong financial discipline

# Dividend

- Committed to performance & growth  
... value-accretive acquisitions & capex  
... recognising importance of dividend
- Full year dividend increased to 65c
- Now targeting dividend cover of ~3x



# Capital Allocation

- Active divestment programme underway post Portfolio Review in 2014 ... €2bn disposals to date
- Major transactions in 2017 ...
  - European divestment ... €350m proceeds ... 13x EBITDA
  - Americas acquisitions ... €400m EV ... 10x EBITDA
  - Reallocation of capital at attractive multiples









## Capital Allocation 2014-2017



... supporting improved returns

# Margins & Returns

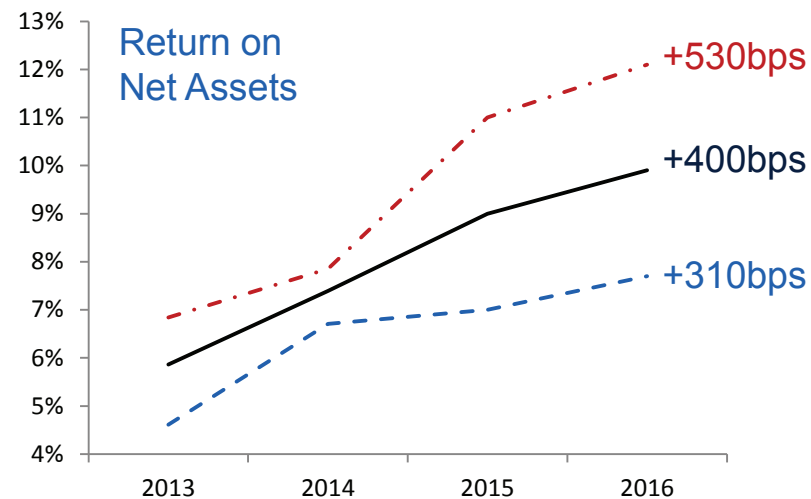
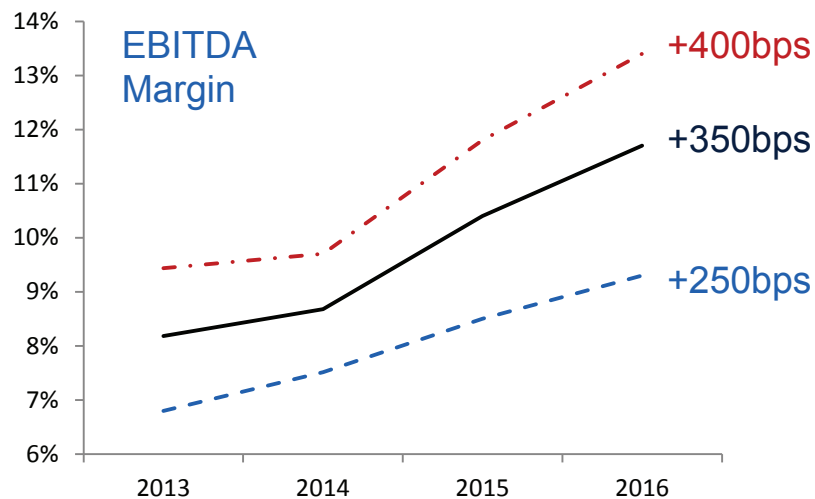
- Margins & returns ahead; good progress
- Benefits of capital allocation, restructuring & reorganisation
- Strong focus on commercial & operational excellence
- Americas good progress ... Europe still early cycle

FY 2016	Margins	Returns
<b>Europe</b> all divisions ahead		
<b>Americas</b> all divisions ahead		
<b>Asia</b>		
<b>Group</b>		

... ahead of expectations ... for current activity levels



# Improvement in all Divisions



--- Americas    --- Europe    — Group

# Key Takeaways & Outlook



# Key Takeaways

## Profit & Cash



*Continued growth ...*

## Margins & Returns



*... ahead in all divisions ...*

## Capital Allocation



*... creating shareholder value ...*

## Balance Sheet Restored



*... capability ... and capacity*



... well positioned for continued growth



# 2017 Outlook

- Progress in Europe; further advancement in the Americas; improvement in Asia
- Balance sheet capacity ... for the right opportunities
- Relentless focus on performance & growth



... another year of growth for CRH

# Appendices





# Group Components of Performance

€ million	Sales revenue	EBITDA	Operating profit	Profit on disposals	Finance costs (net)	Assoc. & JV PAT	Pre-tax profit
<b>2015</b>	<b>23,635</b>	<b>2,219</b>	<b>1,277</b>	<b>101</b>	<b>-389</b>	<b>44</b>	<b>1,033</b>
Exchange effects	-333	-29	-11	-7	3	1	-14
<b>2015 at 2016 rates</b>	<b>23,302</b>	<b>2,190</b>	<b>1,266</b>	<b>94</b>	<b>-386</b>	<b>45</b>	<b>1,019</b>
Incremental impact in 2016 of:							
2015/2016 acquisitions	3,624	546	337	-	-33	2	306
2015/2016 divestments	-506	-29	-13	-51	3	-14	-75
LH Assets integration costs <sup>1</sup>	-	152	152	-	-	-	152
Swiss fine	-	32	32	-	-	-	32
Early bond redemption	-	-	-	-	38	-	38
Organic	684	239	253	12	-5	9	269
<b>2016</b>	<b>27,104</b>	<b>3,130</b>	<b>2,027</b>	<b>55</b>	<b>-383</b>	<b>42</b>	<b>1,741</b>

1. LH Assets integration costs of €45m were incurred in 2016 (2015: €197m)

# Europe Heavyside

## Analysis of change

€ million	2015	Exchange	Acquisitions	Divestments	LH Costs	Organic	2016	Total Change	% Change
<b>Sales revenue</b>	5,256	-228	2,129	-111	-	350	<b>7,396</b>	2,140	41%
<b>EBITDA</b>	460	-21	299	-11	89	-2	<b>814</b>	354	77%
<b>Operating profit</b>	135	-8	183	-7	89	5	<b>397</b>	262	194%
<b>EBITDA/sales</b>	8.8%						<b>11.0%</b>		
<b>Op. profit/sales</b>	2.6%						<b>5.4%</b>		

LH integration costs of €32m were incurred in 2016 (2015: €121m)

# Europe Lightside

## Analysis of change

€ million	2015	Exchange	Acquisitions	Divestments	Organic	2016	Total Change	% Change
Sales revenue	961	-28	30	-50	28	941	-20	-2%
EBITDA	100	-4	2	-3	9	104	4	4%
Operating profit	75	-4	2	-1	9	81	6	8%
EBITDA/sales	10.4%					11.1%		
Op. profit/sales	7.8%					8.6%		

# Europe Distribution

€ million	Analysis of change					2016	Total Change	% Change
	2015	Exchange	Divestments	Swiss Fine	Organic			
Sales revenue	4,158	-24	-53	-	-15	4,066	-92	-2%
EBITDA	171	-1	-2	32	6	206	35	20%
Operating profit	94	-1	-1	32	6	130	36	38%
EBITDA/sales	4.1%					5.1%		
Op. profit/sales	2.3%					3.2%		

# Americas Materials

## Analysis of change

€ million	2015	Exchange	Acquisitions	Divestments	LH Costs	Organic	2016	Total Change	% Change
<b>Sales revenue</b>	7,018	-4	715	-78	-	-53	<b>7,598</b>	580	8%
<b>EBITDA</b>	955	-	72	-7	50	134	<b>1,204</b>	249	26%
<b>Operating profit</b>	620	-	23	-3	50	128	<b>818</b>	198	32%
<b>EBITDA/sales</b>	13.6%						<b>15.8%</b>		
<b>Op. profit/sales</b>	8.8%						<b>10.8%</b>		

LH integration costs of €7m were incurred in 2016 (2015: €57m)

# Americas Products

€ million	Analysis of change					2016	Total Change	% Change
	2015	Exchange	Acquisitions	Divestments	Organic			
Sales revenue	3,862	-48	390	-214	290	4,280	418	11%
EBITDA	391	-3	80	-6	81	543	152	39%
Operating profit	249	2	58	-1	103	411	162	65%
EBITDA/sales	10.1%					12.7%		
Op. profit/sales	6.4%					9.6%		

# Americas Distribution

€ million	Analysis of change			2016	Total Change	% Change
	2015	Exchange	Organic			
Sales revenue	2,229	5	81	2,315	86	4%
EBITDA	140	-	10	150	10	7%
Operating profit	111	-	8	119	8	7%
EBITDA/sales	6.3%			6.5%		
Op. profit/sales	5.0%			5.1%		



# Asia Division

## Analysis of change

€ million	2015	Exchange	Acquisitions	LH Costs	Organic	2016	Total Change	% Change
<b>Sales revenue</b>	151	-6	360	-	3	<b>508</b>	357	236%
<b>EBITDA</b>	2	-	93	13	1	<b>109</b>	107	n/m
<b>Operating profit</b>	-7	-	71	13	-6	<b>71</b>	78	n/m
<b>EBITDA/sales</b>	1.3%					<b>21.5%</b>		
<b>Op. profit/sales</b>	-4.6%					<b>14.0%</b>		

*n/m not meaningful percentage movements*

*LH integration costs of €6m were incurred in 2016 (2015: €19m)*

# CRH Proforma Sales – 2015

Sales (€m)	CRH Reported	LH/CRL Proforma <sup>1</sup>	CRH incl. LH/CRL	Exclude Divested entities	Currency Translation <sup>2</sup>	Proforma 2015
Europe Heavyside	5,256	2,260	7,516	-115	-407	6,994
Europe Lightside	961	-	961	-50	-28	883
Europe Distribution	4,158	-	4,158	-53	-24	4,081
<b>Europe</b>	<b>10,375</b>	<b>2,260</b>	<b>12,635</b>	<b>-218</b>	<b>-459</b>	<b>11,958</b>
Americas Materials	7,018	526	7,544	-157	-23	7,364
Americas Products	3,862	346	4,208	-272	-47	3,889
Americas Distribution	2,229	-	2,229	-	5	2,234
<b>Americas</b>	<b>13,109</b>	<b>872</b>	<b>13,981</b>	<b>-429</b>	<b>-65</b>	<b>13,487</b>
<b>Asia</b>	<b>151</b>	<b>371</b>	<b>522</b>	<b>-</b>	<b>-20</b>	<b>502</b>
<b>Group</b>	<b>23,635</b>	<b>3,503</b>	<b>27,138</b>	<b>-647</b>	<b>-544</b>	<b>25,947</b>

1. The LH Assets and CRL acquisitions were completed in the third quarter of 2015, and accordingly the reported full year 2015 numbers for CRH included only the results from the post-acquisition period. The adjustment column includes the proforma adjustment to 2015 sales and EBITDA generated by these businesses to provide meaningful comparatives with the consolidated full year 2016 Group numbers.
2. This column reflects the adjustments required to restate proforma FY 2015 numbers on a constant currency basis at 2016 rates to provide a meaningful comparative with the results for full year 2016.

# CRH Proforma Sales – 2016

Sales (€m)	CRH Reported	Exclude Divested entities	Proforma 2016	Proforma 2015	Proforma % Change
Europe Heavyside	7,396	-6	7,390	6,994	6%
Europe Lightside	941	-	941	883	7%
Europe Distribution	4,066	-	4,066	4,081	0%
<b>Europe</b>	<b>12,403</b>	<b>-6</b>	<b>12,397</b>	<b>11,958</b>	<b>4%</b>
Americas Materials	7,598	-78	7,520	7,364	2%
Americas Products	4,280	-13	4,267	3,889	10%
Americas Distribution	2,315	-	2,315	2,234	4%
<b>Americas</b>	<b>14,193</b>	<b>-91</b>	<b>14,102</b>	<b>13,487</b>	<b>5%</b>
<b>Asia</b>	<b>508</b>	<b>-</b>	<b>508</b>	<b>502</b>	<b>1%</b>
<b>Group</b>	<b>27,104</b>	<b>-97</b>	<b>27,007</b>	<b>25,947</b>	<b>4%</b>

# CRH Proforma EBITDA – 2015

EBITDA (€m)	CRH Reported	LH/CRL Proforma <sup>1</sup>	CRH incl. LH Assets/CRL	Exclude		Currency translation <sup>3</sup>	Proforma 2015
				Divested entities	One- off items <sup>2</sup>		
Europe Heavyside	460	309	769	-11	121	-51	828
Europe Lightside	100	-	100	-3	-	-4	93
Europe Distribution	171	-	171	-2	32	-1	200
<b>Europe</b>	<b>731</b>	<b>309</b>	<b>1,040</b>	<b>-16</b>	<b>153</b>	<b>-56</b>	<b>1,121</b>
Americas Materials	955	45	1,000	-9	57	-2	1,046
Americas Products	391	81	472	-10	-	-5	457
Americas Distribution	140	-	140	-	-	-	140
<b>Americas</b>	<b>1,486</b>	<b>126</b>	<b>1,612</b>	<b>-19</b>	<b>57</b>	<b>-7</b>	<b>1,643</b>
<b>Asia</b>	<b>2</b>	<b>98</b>	<b>100</b>		<b>19</b>	<b>-4</b>	<b>115</b>
<b>Group</b>	<b>2,219</b>	<b>533</b>	<b>2,752</b>	<b>-35</b>	<b>229</b>	<b>-67</b>	<b>2,879</b>

1. The LH Assets and CRL acquisitions were completed in the third quarter of 2015, and accordingly the reported full year 2015 numbers for CRH included only the results from the post-acquisition period. The adjustment column includes the proforma adjustment to 2015 sales and EBITDA generated by these businesses to provide meaningful comparatives with the consolidated full year 2016 Group numbers.
2. Two significant "one-off" costs were incurred by CRH in full year 2015: (i) expenses of €197 million associated with the acquisition of the LH Assets, and (ii) a provision of €32 million in respect of a fine imposed on CRH by the Swiss Competition Commission ("ComCo") following an investigation by ComCo into the sanitary (bathroom fixtures and fittings) distribution industry in Switzerland.
3. This column reflects the adjustments required to restate proforma FY 2015 numbers on a constant currency basis at 2016 rates to provide a meaningful comparative with the results for full year 2016.

# CRH Proforma EBITDA – 2016

EBITDA (€m)	CRH Reported	Exclude		Proforma 2016	Proforma 2015	Proforma % Change
		Divested Entities	One-off Items <sup>1</sup>			
Europe Heavyside	814	-1	32	845	828	2%
Europe Lightside	104	-	-	104	93	12%
Europe Distribution	206	-	-	206	200	3%
<b>Europe</b>	<b>1,124</b>	<b>-1</b>	<b>32</b>	<b>1,155</b>	<b>1,121</b>	<b>3%</b>
Americas Materials	1,204	-5	7	1,206	1,046	15%
Americas Products	543	-2	-	541	457	18%
Americas Distribution	150	-	-	150	140	7%
<b>Americas</b>	<b>1,897</b>	<b>-7</b>	<b>7</b>	<b>1,897</b>	<b>1,643</b>	<b>15%</b>
<b>Asia</b>	109	-	6	115	115	0%
<b>Group</b>	<b>3130</b>	<b>-8</b>	<b>45</b>	<b>3,167</b>	<b>2,879</b>	<b>10%</b>

1. The significant "one-off" costs incurred by CRH in 2016 relate to expenses of €45 million associated with the integration of the LH Assets.

# Margins & Returns

## EBITDA Margin

	2013	2014	2015	2016
Heavyside	8.6%	9.7%	11.1%	11.4%
Lightside	8.3%	10.3%	10.4%	11.1%
Distribution	4.7%	4.8%	4.9%	5.1%
<b>Europe</b>	<b>6.8%</b>	<b>7.5%</b>	<b>8.5%</b>	<b>9.3%</b>
Materials	11.8%	12.0%	14.4%	15.9%
Products	8.0%	8.2%	10.1%	12.7%
Distribution	5.3%	5.9%	6.3%	6.5%
<b>Americas</b>	<b>9.4%</b>	<b>9.7%</b>	<b>11.8%</b>	<b>13.4%</b>
<b>Group</b>	<b>8.2%</b>	<b>8.7%</b>	<b>10.4%</b>	<b>11.7%</b>

## RONA

	2013	2014	2015	2016
Heavyside	3.3%	5.4%	5.8%	6.9%
Lightside	6.2%	12.5%	14.3%	16.3%
Distribution	6.6%	6.9%	8.0%	8.4%
<b>Europe</b>	<b>4.6%</b>	<b>6.7%</b>	<b>7.0%</b>	<b>7.7%</b>
Materials	5.9%	7.1%	10.9%	11.4%
Products	7.9%	8.1%	9.8%	12.7%
Distribution	11.3%	13.1%	15.9%	16.0%
<b>Americas</b>	<b>6.8%</b>	<b>7.9%</b>	<b>11.0%</b>	<b>12.1%</b>
<b>Group</b>	<b>5.9%</b>	<b>7.4%</b>	<b>9.0%</b>	<b>9.9%</b>

2015 adjusted to exclude a €32m provision relating to a fine imposed by the Swiss Competition Commission; 2015 & 2016 adjusted to exclude integration costs related to the LH Assets acquisition (2016: €45m; 2015: €197m).

# Cement Volumes & Prices

Proforma <sup>1</sup> YoY % chg	Volume	Price (LC)
Finland	+13%	-2%
France	+6%	-1%
Germany	+10%	-3%
Hungary	+1%	-
Ireland <sup>2</sup>	+18%	-4%
Poland	-18%	-
Romania	-4%	-1%
Serbia	+7%	+5%

Proforma <sup>1</sup> YoY % chg	Volume	Price (LC)
Slovakia	+1%	+2%
Spain <sup>2</sup>	+9%	-6%
Switzerland	-3%	-6%
Ukraine	+11%	+26%
United Kingdom	+6%	+1%
Canada	+1%	+3%
Philippines	-5%	+4%
Brazil	-17%	-11%

1. Year on year Proforma comparisons include the 2015 trading results of the now integrated LH Assets.

2. Domestic volumes – excludes exports.



# Americas Materials Volumes & Prices

Proforma <sup>1</sup> YoY % chg	Volume	Price
Aggregates	+3%	+3%
Asphalt	+2%	-7%
RMC	+4%	+3%

1. Year on year Proforma comparisons include the 2015 trading results of the now integrated LH Assets.

# Euroconstruct Estimates 2016

Total Construction Output		Change
Austria	↑	+1.6%
Belgium	↑	+3.1%
Denmark	↑	+2.1%
Finland	↑	+6.8%
France	↑	+2.4%
Germany	↑	+2.5%
Hungary	↓	-3.3%
Ireland	↑	+12.5%
Norway	↑	+6.7%

Total Construction Output		Change
Portugal	↓	-1.0%
Netherlands	↑	+5.5%
Poland	↓	-0.8%
Slovakia	↓	-5.4%
Spain	↑	+2.1%
Switzerland	↑	+0.1%
United Kingdom	↓	-0.2%
West Europe (EC-15)	↑	+2.4%
Eastern Europe (EC-4)	↓	-3.3%

# US Estimates 2016 (PCA)

Construction Put-in-place		Change
<b>Total Construction Put-in-place</b>	↑	<b>+2.7%</b>
<b>Total Residential</b>	↑	<b>+1.9%</b>
New Housing	↑	+3.8%
Improvements	↓	-1.7%
<b>Total Non-Residential</b>	↑	<b>+5.9%</b>
Industrial	↓	-3.0%
Office	↑	+18.5%

Construction Put-in-place		Change
Hotels, Motels	↑	+22.0%
<b>Total Public</b>	↓	<b>-0.1%</b>
Highways & Streets	↑	+3.0%
<b>Public Utility &amp; Other</b>	↑	<b>+2.9%</b>
<b>Others</b>		
Real GDP	↑	+1.6%
Cement consumption	↑	+2.7%

# Disclaimer

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”) is providing the following cautionary statement.

This document contains certain 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”, “expects”, “is expected to”, “estimates”, “believes”, “intends” or similar expressions.

By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future and reflect the Company’s current expectations and assumptions as to such future events and circumstances that may not prove accurate.

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, as detailed in the section entitled “Risk Factors” in our 2015 Annual Report and on Form 20-F as filed with the US Securities and Exchange Commission.

You should not place undue reliance on any forward-looking statements. These forward-looking statements are made as of the date of this document. The Company expressly disclaims any obligation to update these forward-looking statements other than as required by law.

# Contact Information

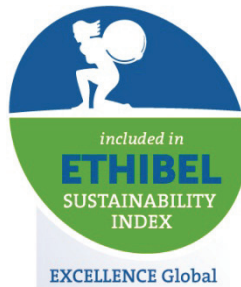
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**Cover Image:** Car park at Bispebjerg Hospital, Copenhagen, Denmark, built from prefabricated concrete supplied by CRH business, Betonelement. Using 22,000m<sup>3</sup> of slabs and panels, in addition to 900 tonnes of beams, columns and stairs, the Betonelement solution enabled project completion three months ahead of schedule.

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