











# IHG Checks In On...

**Luxury & Lifestyle** 



# Focusing on our Luxury & Lifestyle portfolio

To welcome the most refined guests, on all occasions



By the in-house IHG Creative Studio

Joined IHG 2004

HOTEL INDIGO

Founded 1981

By category-defining hotelier Bill Kimpton

Joined IHG 2015

KIMPTON®
HOTELS & RESTAURANTS

Founded 1970 By visionaries Bob Burns, Adrian Zecha & Tokyu Group

Joined IHG 2018

REGENT

Founded 1995

And expertly piloted by renowned hotelier Neil Jacobs

Joined IHG 2019





Founded 1946

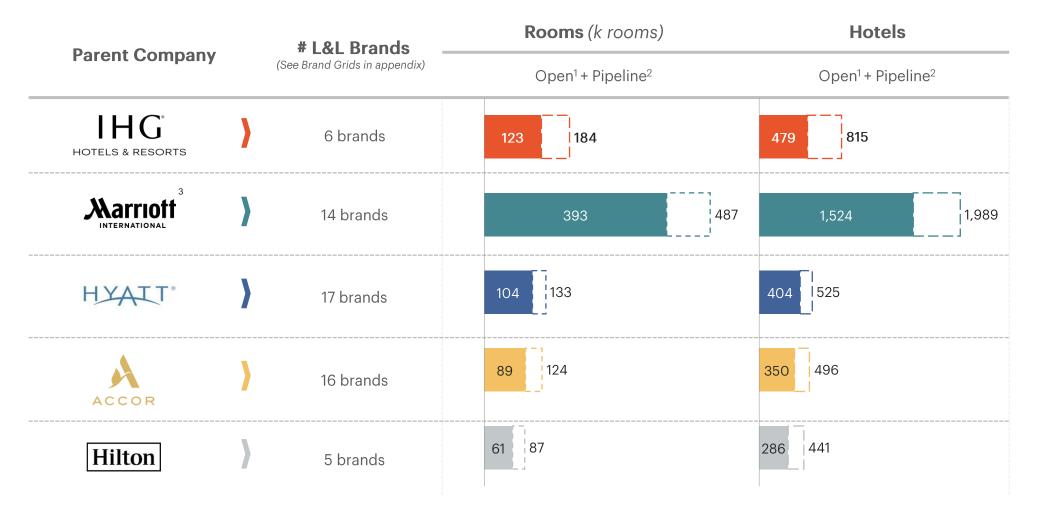
By legendary PanAm Pioneer Juan Trippe

> Joined IHG 1998



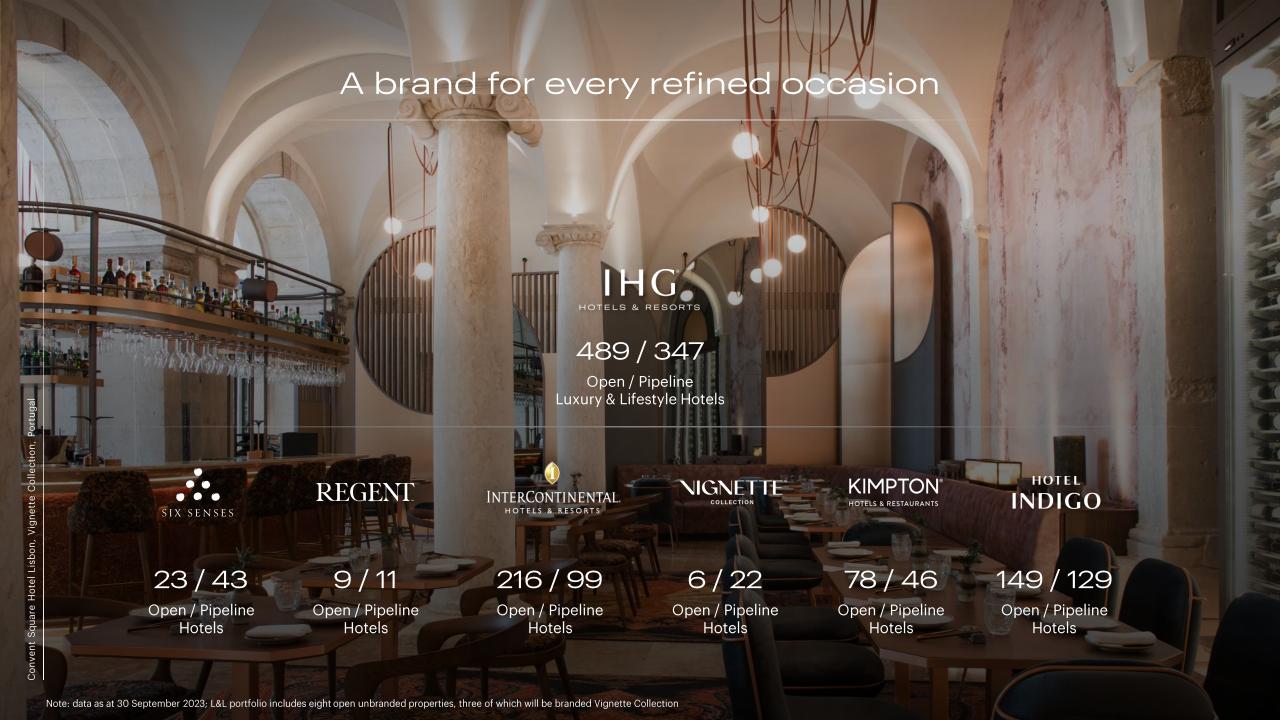
# IHG has the 2<sup>nd</sup> largest Luxury & Lifestyle portfolio

By number of rooms and hotels (as at H1 2023)



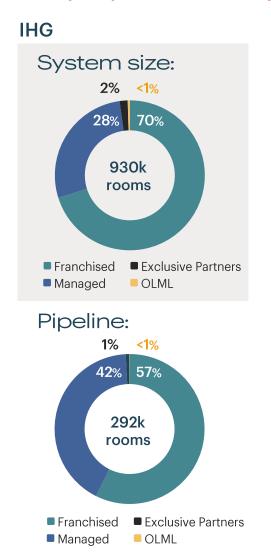
Source: STR Census & Pipeline 25 July 2023, IHG H1 23, Marriott Q2 2023 Earnings Report; 1. System Size as at 25 July 2023 for competitors, H1 23 for IHG; 2. Pipeline is active new development pipeline as at 25 July 20 (STR) for competitors. IHG Pipeline is total pipeline as at H1 23 (-7k higher than STR for 25 July 23); 3. Marriott system size numbers for Design Hotels (80 hotels / 6,572 rooms) taken from Q2 2023 Earnings Report, as not broken down in Q2 2023 Earnings Report, Lodging Econometrics or STR.





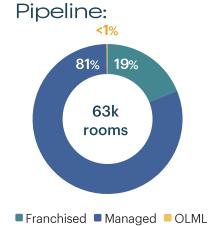
### **Business model mix**

### IHG and Luxury & Lifestyle portfolio – system size and pipeline









# Strong portfolio of 19 preferred brands across chain scales

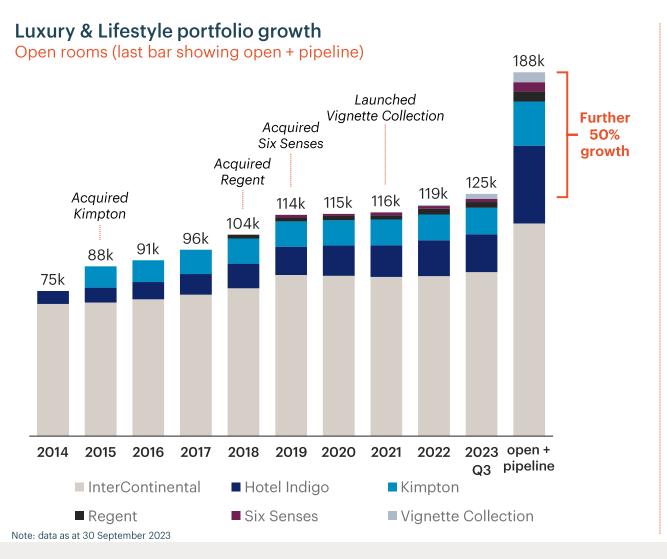
Having added nine brands to our portfolio since 2015



Note: data as at 30 September 2023

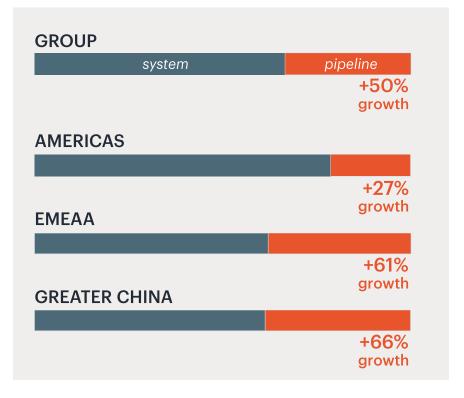
## **Luxury & Lifestyle**

### Driving high-value growth across all our Luxury & Lifestyle brands and regions



#### Luxury & Lifestyle pipeline

represents high future % growth of system size



### Geographic mix

### IHG and Luxury & Lifestyle portfolio – system size and pipeline



#### IHG pipeline by region

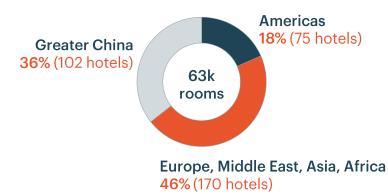
292k rooms across 1.978 hotels





#### IHG Luxury & Lifestyle pipeline by region

63k rooms across 347 hotels





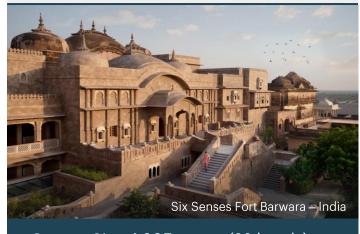
### **Luxury & Lifestyle**

### Driving high-value growth through an industry-leading collection of brands

#### Six Senses

In 4+ years since acquisition, hotel system growth of >40% and pipeline more than doubled



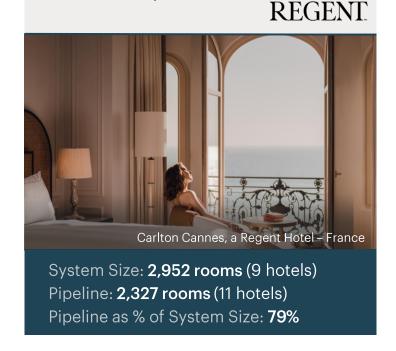


System Size: 1,605 rooms (23 hotels)
Pipeline: 3,140 rooms (43 hotels)
Pipeline as % of System Size: 196%

Note: data as at 30 September 2023

#### Regent

In 5 years
since acquisition, hotel system
growth of 50% and pipeline
more than tripled



#### InterContinental

World's largest luxury hotel brand with more than 200 open hotels and a further

99 in the pipeline

INTERCONTINENTAL



Pipeline: **25,111 rooms** (99 hotels)

Pipeline as % of System Size: 35%

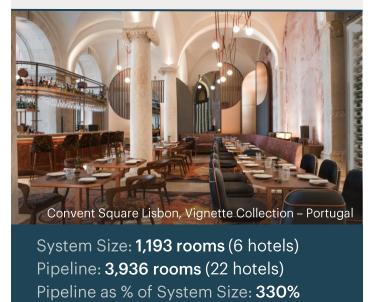
### **Luxury & Lifestyle**

### Driving high-value growth through an industry-leading collection of brands

#### **Vignette Collection**

First six hotels now open,
22 in the pipeline, and sizeable
market opportunity

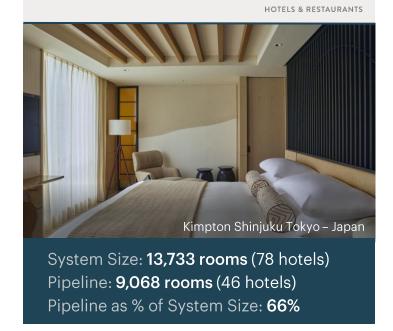




### Kimpton

The boutique luxury lifestyle brand continues its global expansion; expected to be in ~20 countries by 2025

KIMPTON



#### Hotel Indigo

System size accelerating to **200** hotels, expecting to have doubled in half the time it took to open the first 100

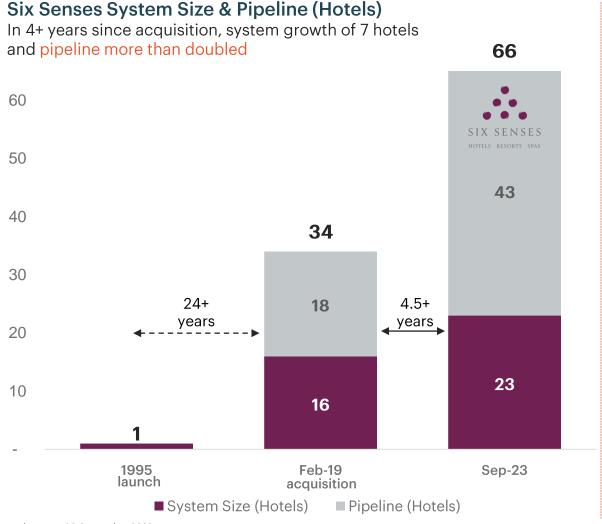
HOTEL INDIGO



Note: data as at 30 September 2023

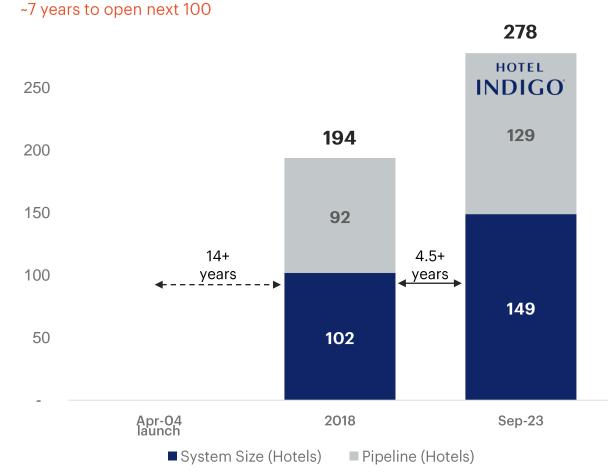
### Six Senses and Hotel Indigo

### Accelerating the growth curve



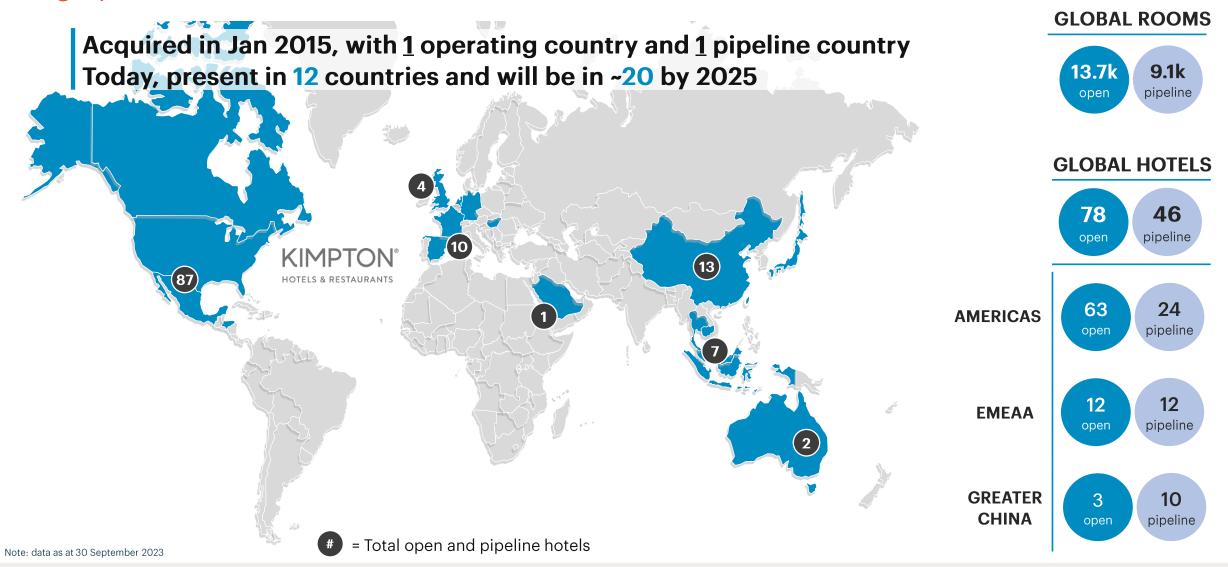
### Hotel Indigo System Size & Pipeline (Hotels)

14+ years from launch to open first 100,



## **Kimpton**

### A highly successful internationalisation















# Appendices

# Brand Grid: IHG, Marriott and Hilton Luxury & Lifestyle brands







Luxury & Lifestyle	Luxury	REGENT  SIX SENSES  INTERCONTINENTAL® HOTELS & RESORTS  KIMPTON® HOTELS & RESTAURANTS	THE RITZ-CARLTON  STREGIS  W THE LUXURY  COLLECTION  TO STREGIS  COLLECTION  THE COLLECTION  T	WALDORF ASTORIA* HOTELS & RESORTS CONRAD HOTELS & RESORTS**
	<b>Premium Lifestyle</b> (Upper Upscale+)	HOTEL INDIGO	WESTIN'  AUTOGRAPH  TRIBUTE  DESIGN HOTELS' MADE BY ORIGINALS  PORT FOLIO GAYLORD HOTELS'	CURIO CONCENTION BY HILTON
	Other Lifestyle		AC HOTELS MARRIOTT  element	TAPESTRY COLLECTION BY HILTON TEMPO by Hilton by Hilton

<sup>1.</sup> IHG categories as defined internal

<sup>2.</sup> Marriott Luxury includes all hotels reported as Classic & Distinctive Luxury in the 2022 10-k annual report and brand matrix. 'Distinctive' (Marriott website). Premium Lifestyle includes all reported "Distinctive Brands" which are classified as Upper Upscale and above in STR. Other Lifestyle includes all other brands defined by Marriott as 'Distinctive'.

<sup>3.</sup> Hilton Luxury includes all brands as defined by Hilton as Luxury in the 2022 10-k Annual Report. Hilton Premium Lifestyle includes all other brands defined by Hilton as 'Lifestyle' in the 2022 10-k Annual Report.

# Brand Grid: IHG, Accor and Hyatt Luxury & Lifestyle brands

# IHG

**HOTELS & RESORTS** 







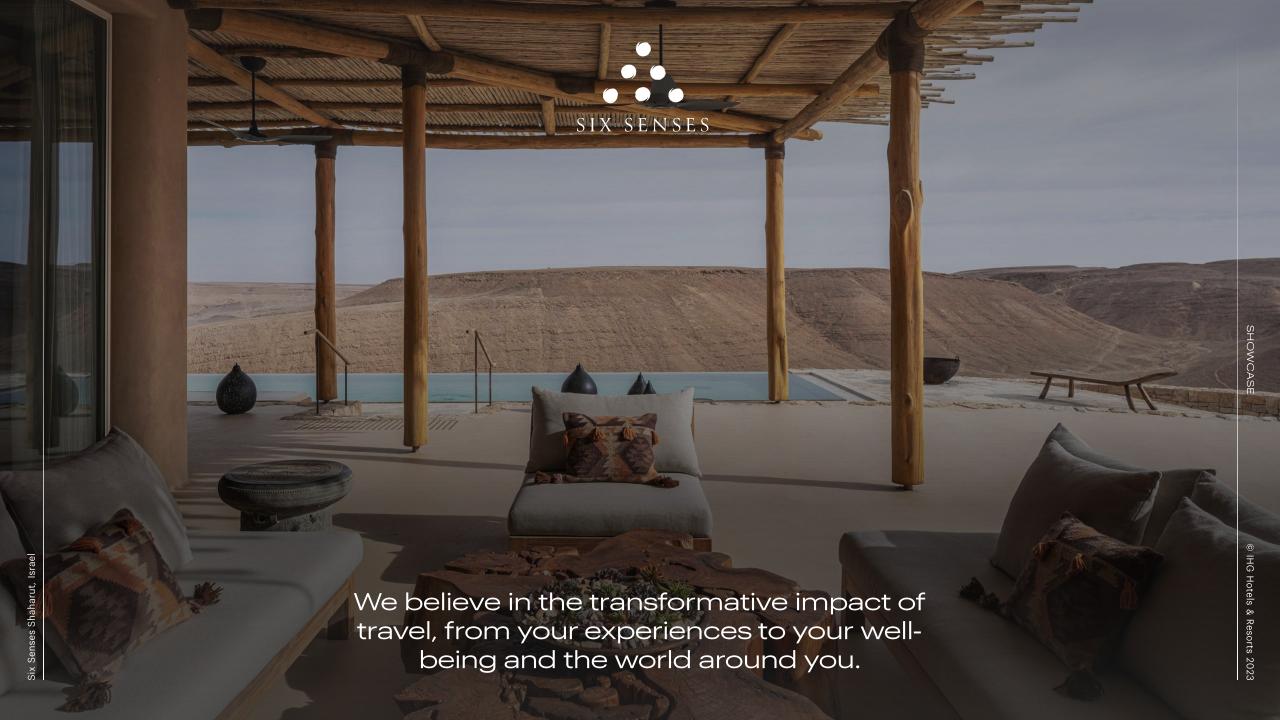
<sup>1.</sup> IHG categories as defined internally.

<sup>3.</sup> Hyatt Luxury includes all brands attributed to the luxury segment in the 2022 10-k annual report, including All Inclusive collections. Premium Lifestyle includes all brands Hyatt refer to as 'Lifestyle' in 2022 annual report brand descriptions or brand Fact Sheets, which are Upper Upscale and above as per STR chain scale. Hyatt Centric - 'Full-service lifestyle hotels located in prime destinations'. JdV - 'A collection of lifestyle includes brands referred to as lifestyle which are not upper upscale or above as per STR. Caption by Hyatt - 'A lifestyle brand within the select service category'.



<sup>2.</sup> Accor Luxury includes all brands defined as Luxury in the Accor 2022 Brand Matrix, Premium Lifestyle includes all brands defined by Accor in the 2022 Brand Matrix), which are Upper Upscale and above as per STR classifications. Other Lifestyle includes all other Ennismore Lifestyle Collective brands.

































































LUXURY & LIFESTYLE



REGENT



VIGNETTE

KIMPTON HOTELS & RESTAURANT HOTEL INDIGO

PREMIUM

voco





III EVEN

ESSENTIALS





Garner



SUITES

ATWELL SUITES







EXCLUSIVE PARTNERS



