

IHG[®]

HOTELS & RESORTS



Holiday Inn Glendale, Arizona, United States

Investor Presentation

March 2022

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A global hospitality leader with 6,000 open hotels and a further 1,800 in the pipeline, and a clear purpose, ambition, strategy and priorities



Our Purpose

True Hospitality for Good

Our Ambition

To deliver industry-leading net rooms growth

Our Strategy

Use our scale and expertise to create the exceptional guest experiences and owner returns needed to grow our brands in the industry's most valuable markets and segments. Delivered through a culture that attracts the best people and has a positive impact on the world around us.

Our Priorities



**Build loved
and trusted brands**



**Customer centric
in all we do**



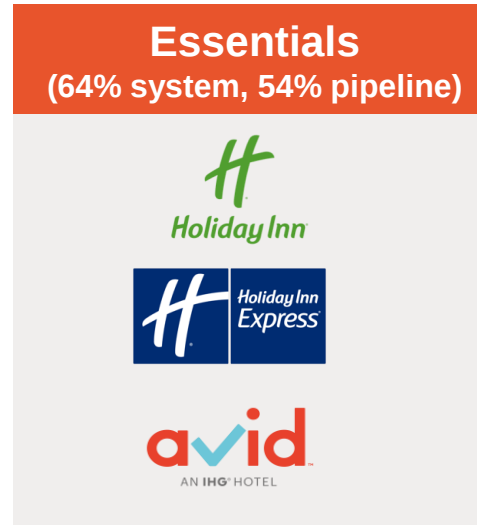
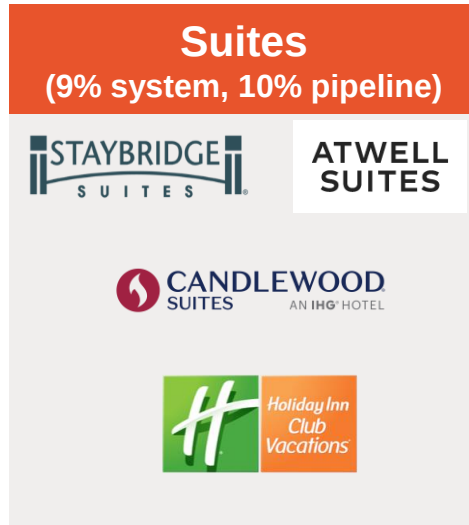
**Create digital
advantage**



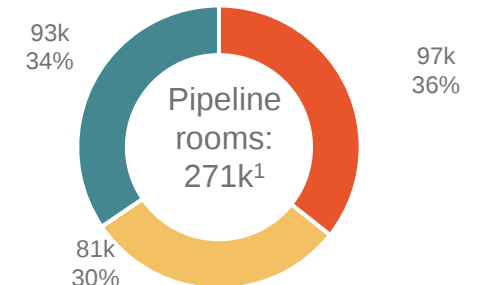
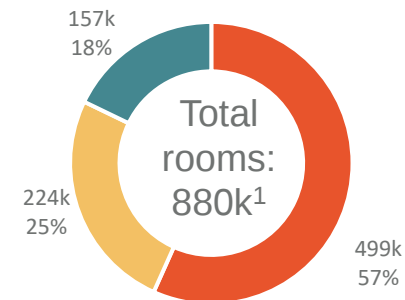
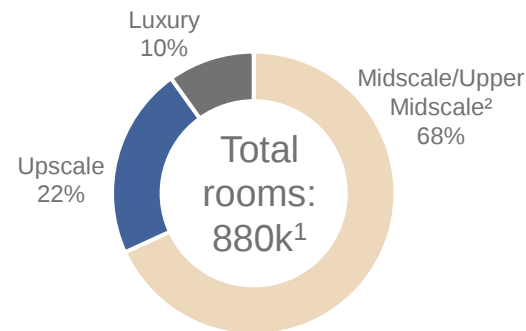
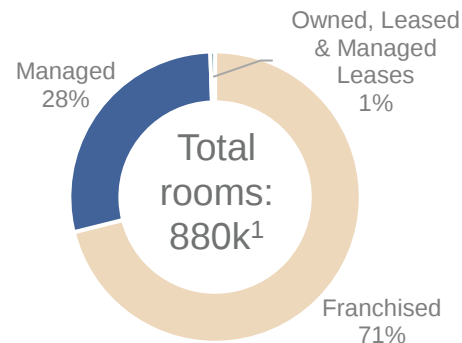
**Care for our people,
communities and planet**

Strong portfolio of preferred brands, geographically diverse and asset light

Strong portfolio of brands



Asset light and geographically diverse



High quality fee stream

~90% of profits from fee business fees
~80% of fee revenue linked to hotel revenues
~10% of fee revenue linked to hotel profits

Americas
EMEAA
Greater China

¹ Rooms as at 31 December 2021. ² Includes rooms currently designated unbranded

IHG is well positioned to benefit from strong industry fundamentals

Industry

Industry growth

- Sector growth outpaced global economy for a decade pre Covid-19¹

Shift to scale brands

- Branded share²: 54% open rooms, 74% pipeline
- Top 3 share²: 17% open rooms, 42% pipeline

Upper Midscale & Midscale strength

- Contributed >35% of total branded industry growth over the past four years³
- RevPAR declined less than overall industry⁴

Desire to travel

- Growing populations, desire to travel and experience, inherent need to physically interact

Technology

- Integral to the guest journey
- Drives owner value through data and insights

Sustainability

- Increasingly informing guest preferences
- Scale helps owners seeking support

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Market share gains

- Accelerated net rooms growth from ~3% to 5.6% in three years pre Covid-19

System expansion

- Opened 291 hotels in 2021; includes brand launches into new markets
- Pace of conversions increasing

Strong weighting in Midscale segments

- Represents 68% system and 58% pipeline
- Industry leading share of system and pipeline

Enhanced brand portfolio

- Broadened portfolio to target guest needs
- Six new brands launched or acquired since 2017

Cloud-based capabilities

- Digital-first approach enabling seamless guest experiences
- Industry-leading Guest Reservation System

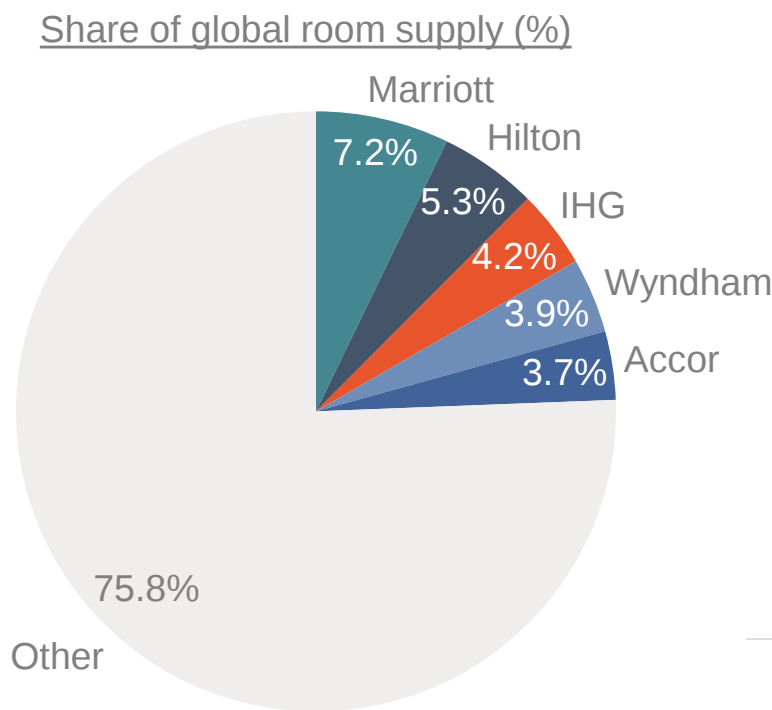
Responsible Business focus

- Continuous focus on sustainable solutions
- Sustainability credentials facilitate owner needs

¹ Source: WTTC and Oxford Economics. ² Source: 2021 STR census data; based on room share. ³ Source: STR US Upper Midscale and Midscale supply growth 2018-21; ⁴ Source: 2021 STR US Upper Midscale and Midscale vs US total industry.

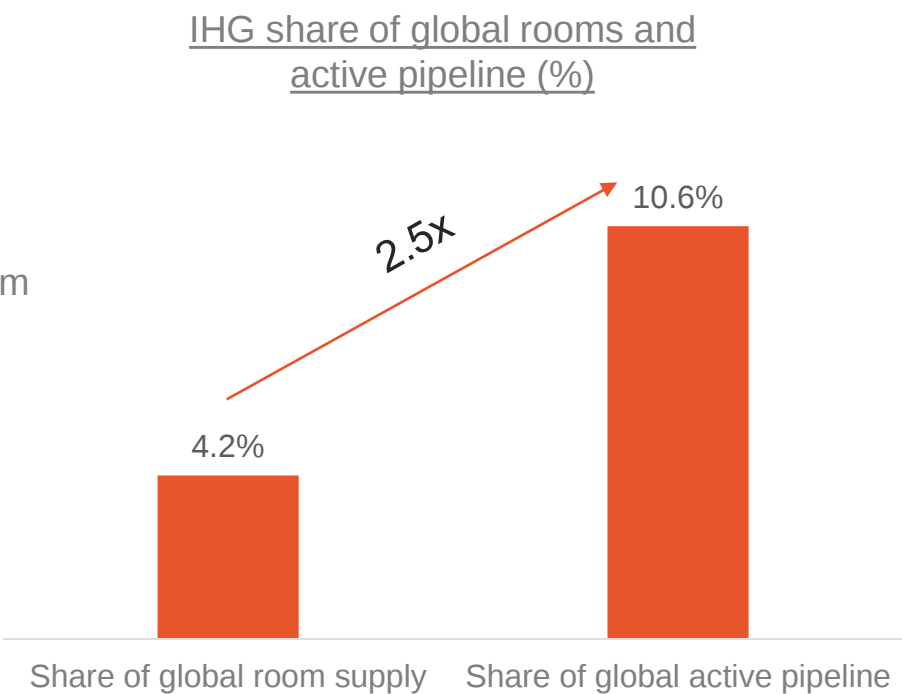
Strong competitive position in an industry where branded players are gaining market share

IHG has over 4% share of global room supply



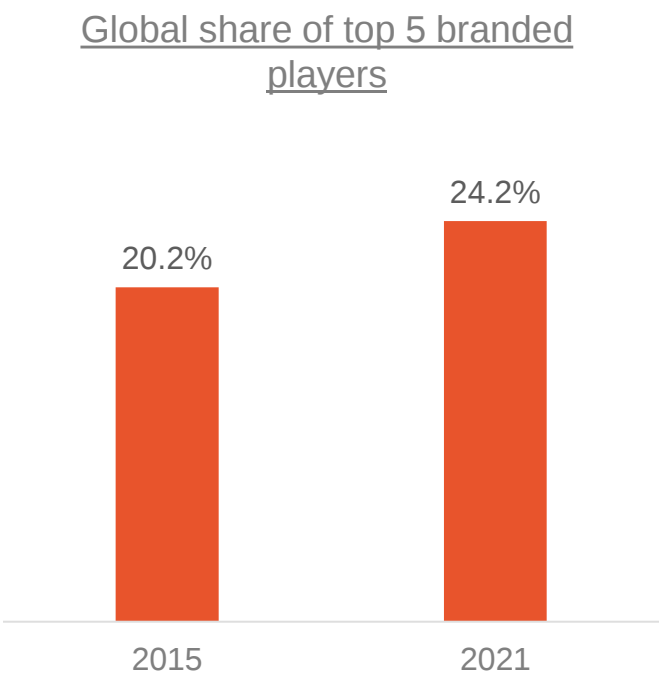
IHG is largely asset-light and weighted towards mainstream select service

With a larger share of the active pipeline



~40% of IHG pipeline under construction

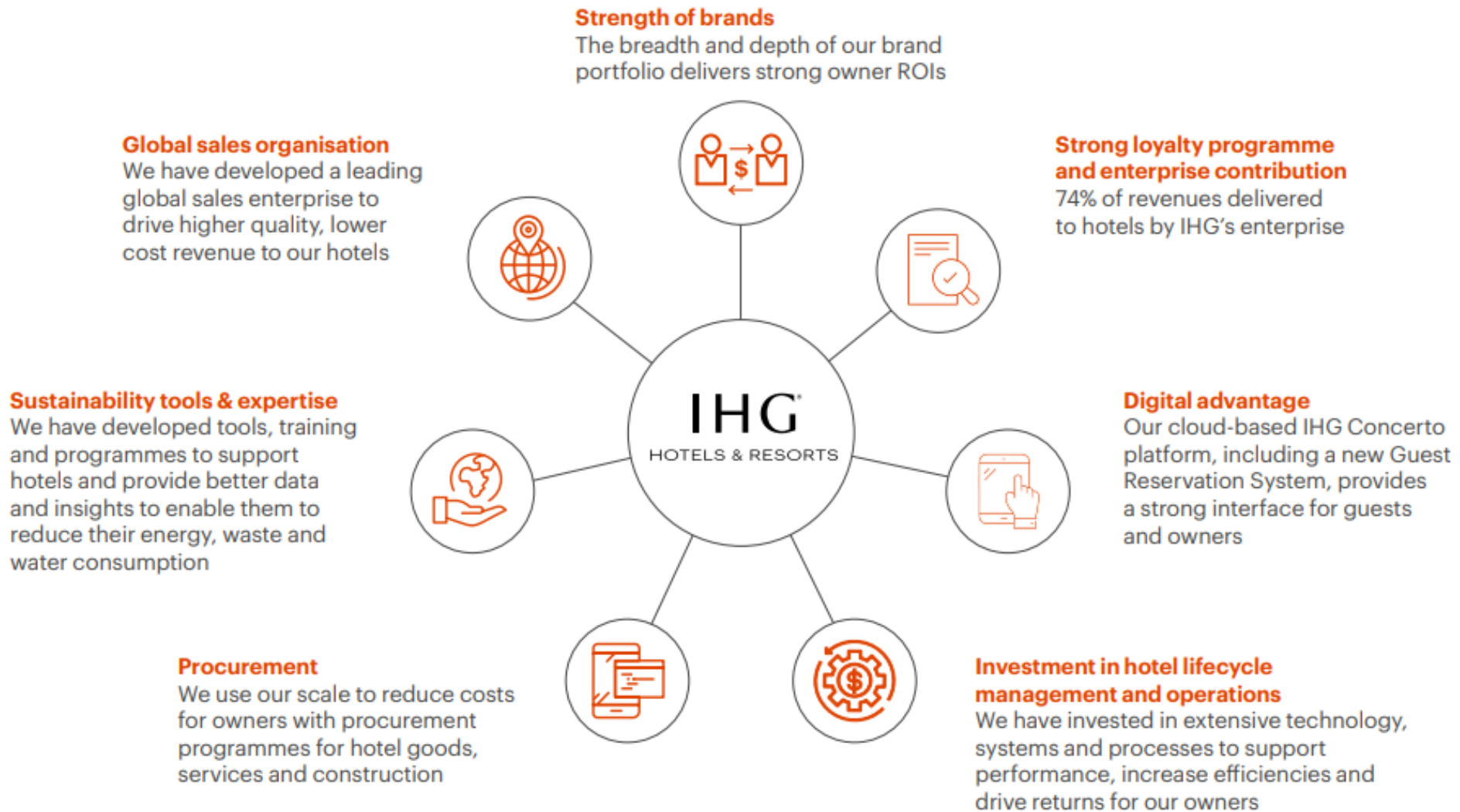
In an industry where branded players have gained share



Strong conversion opportunity potential to drive further share gains

Source: STR, December 2021

Why owners choose to partner with IHG



IHG's System Fund supports our brand marketing and our revenue delivery system

Brands



Sources of Income

Marketing & Reservations
Assessment
~3.0% of gross rooms revenue

Loyalty Assessment
~4.75% IHG Rewards member bill

Other fees for value add services
e.g. pay for performance programmes

Sources of Spend

IHG Rewards Loyalty Programme

Advertising & Marketing

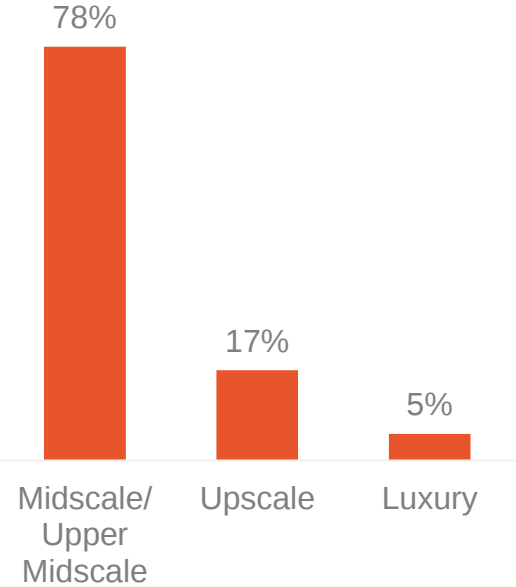
Distribution
(Reservation & Channels)

Systems & Technology

Our mix has placed us well to benefit from the shape of demand recovery

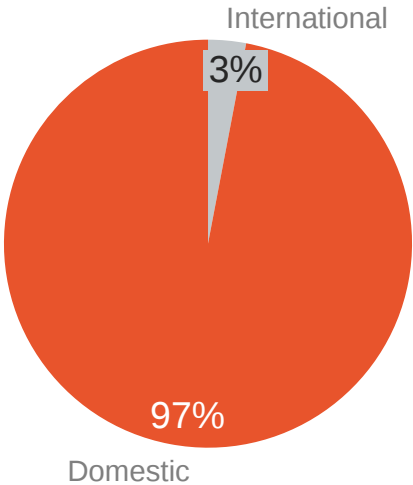
The midscale segments represent our largest weighting and outpace overall industry RevPAR

2021 US rooms distribution



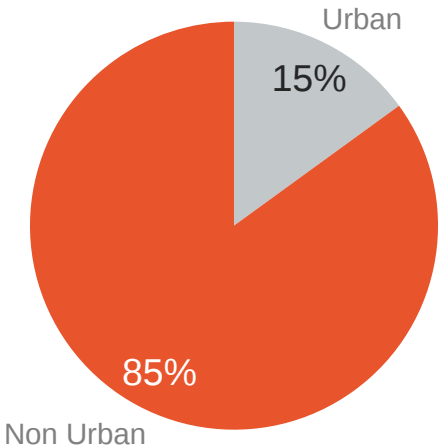
Domestic travel is leading the recovery, which is ordinarily ~95% of mix

2021 US demand mix



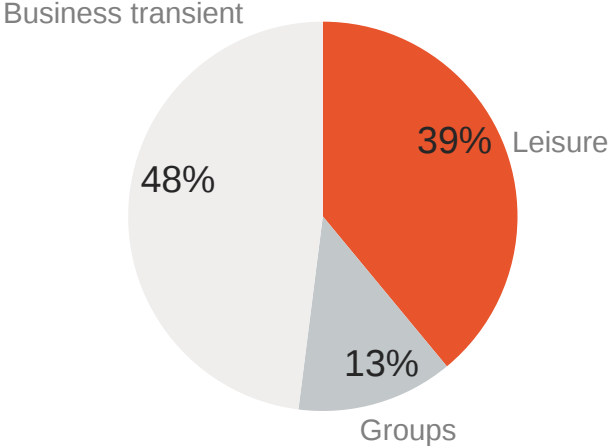
Non-urban¹ areas strongly outperforming urban

2021 US rooms distribution



Groups is toughest area of demand; IHG's lowest exposure

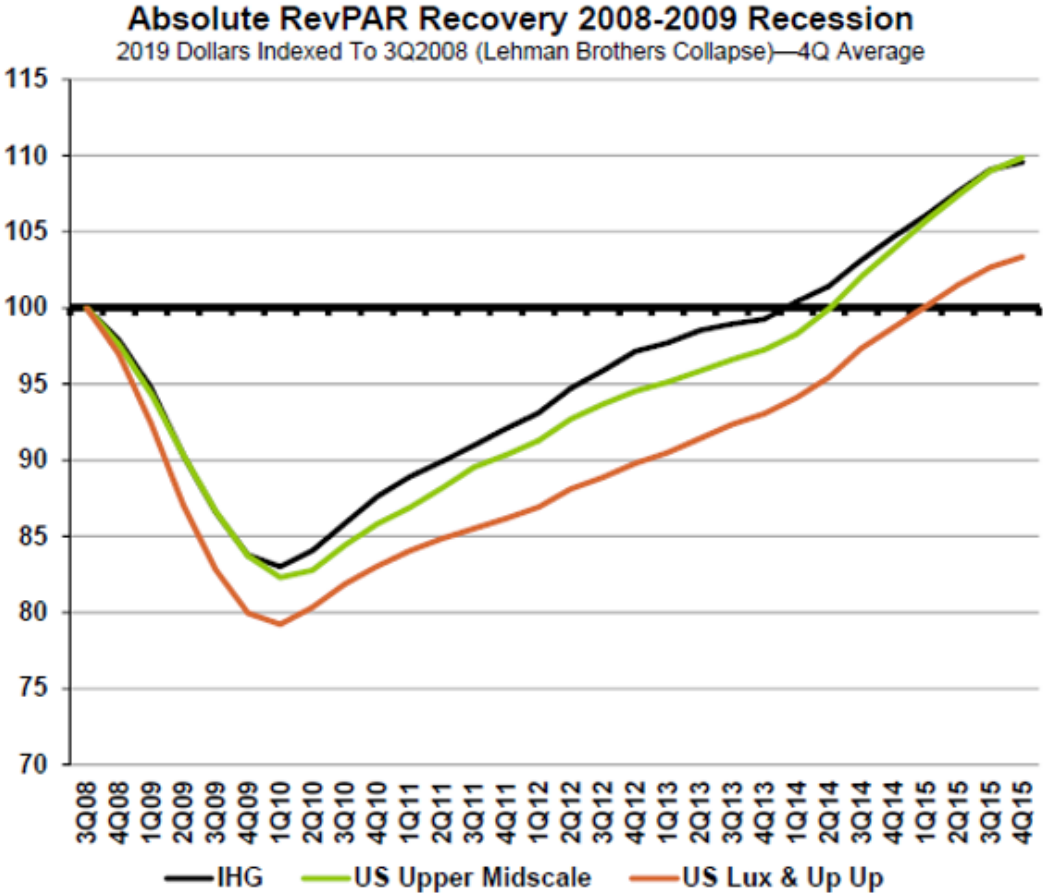
2021 US guest stays



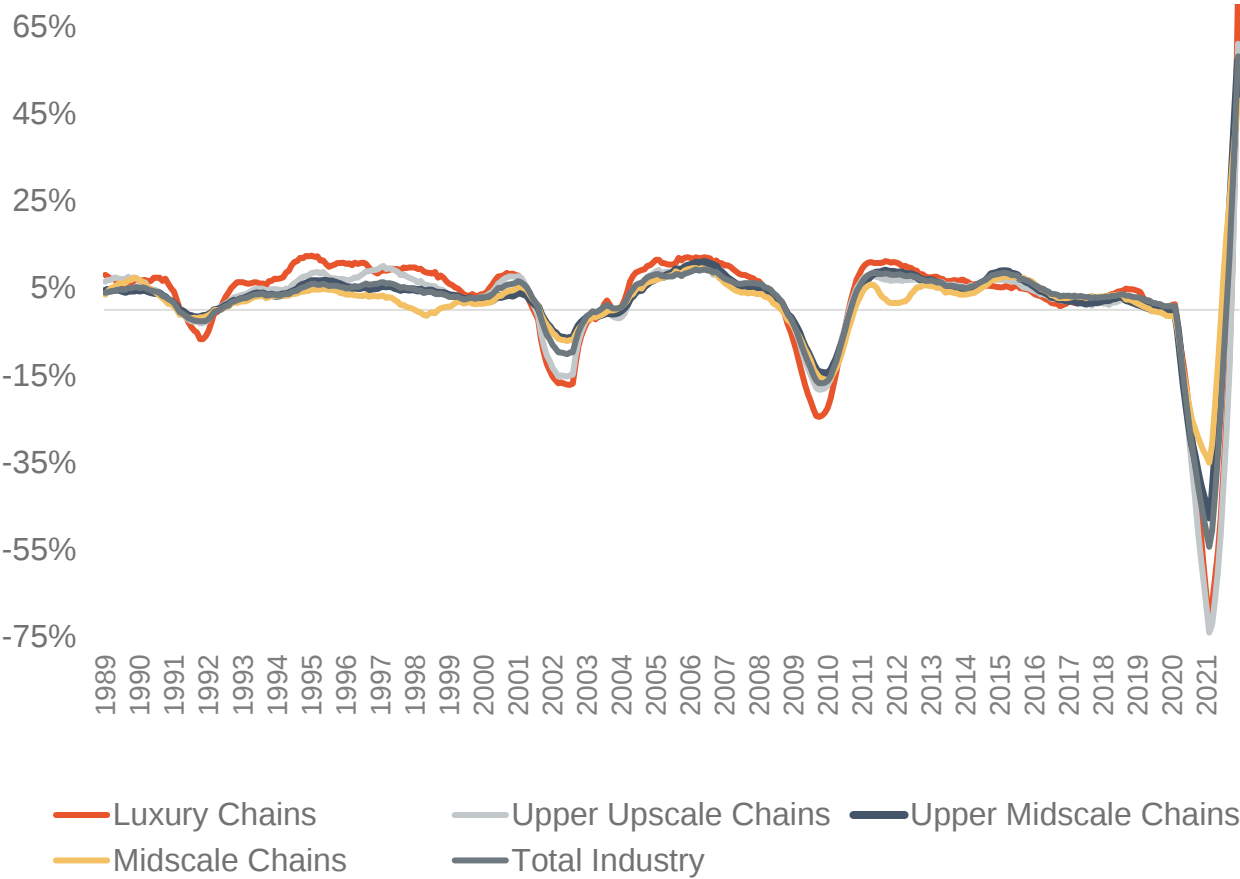
¹Non-urban regions includes hotels located in small metro towns, suburban districts, interstate, airport and resort locations

The Upper Midscale segment, which accounts for ~70% of our rooms in the US, has historically recovered faster than other segments

US RevPAR Performance 2008 - 2015 (12m rolling)

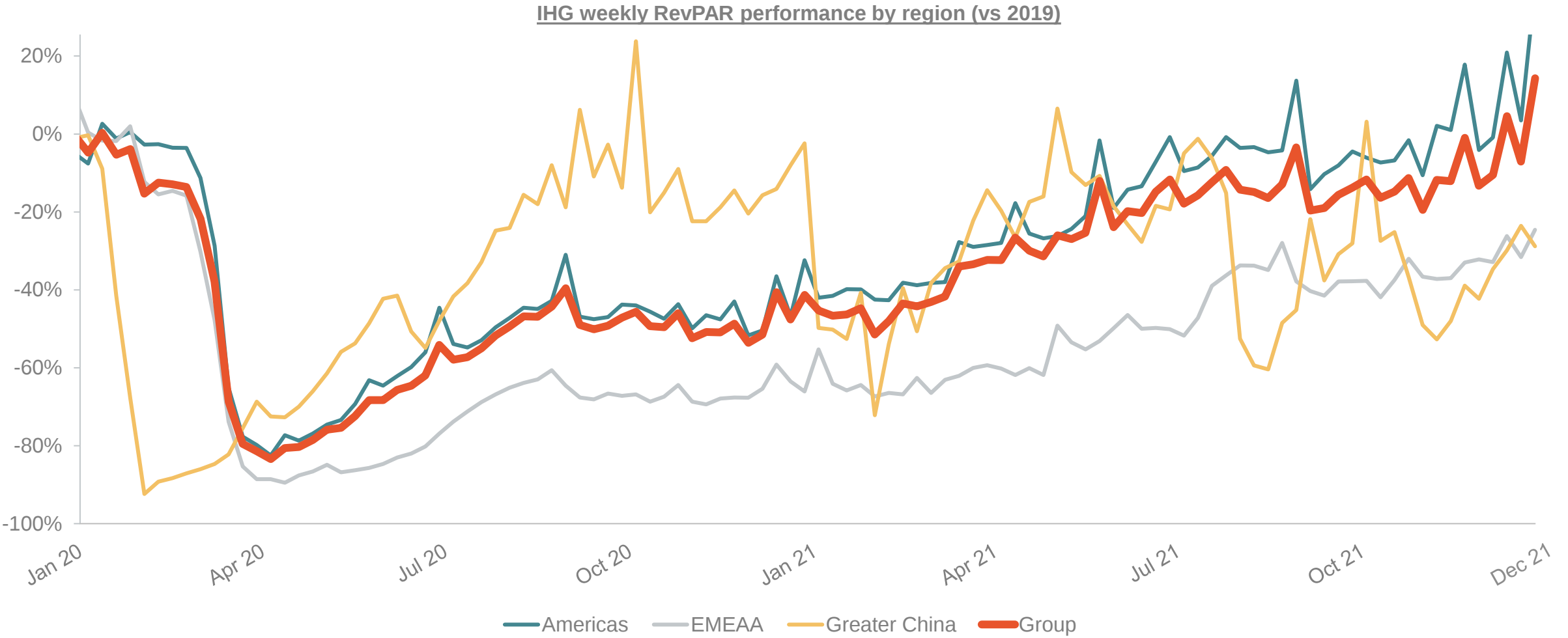


US Industry Chain Scale RevPAR Change (12m rolling)

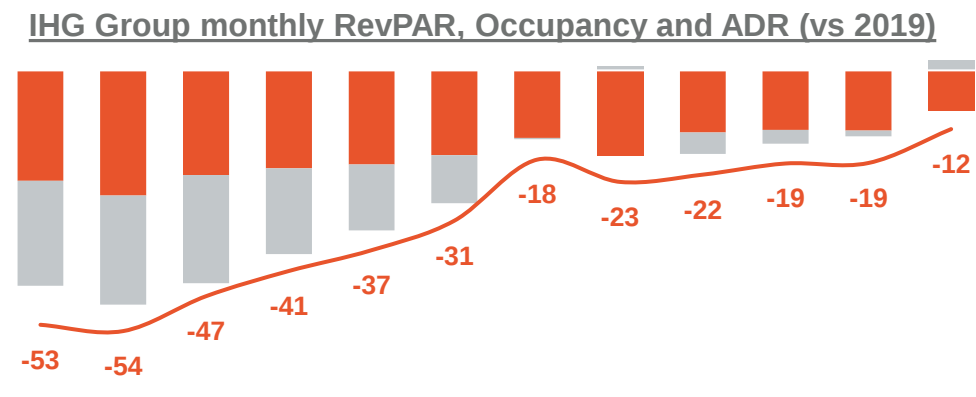
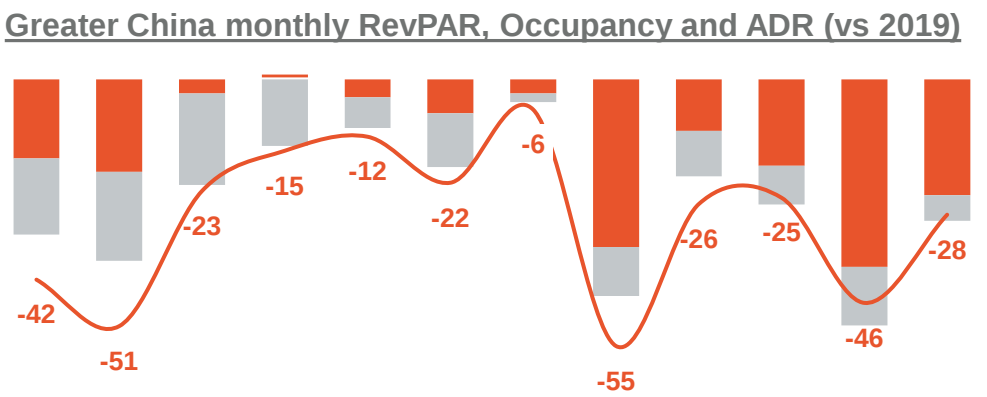
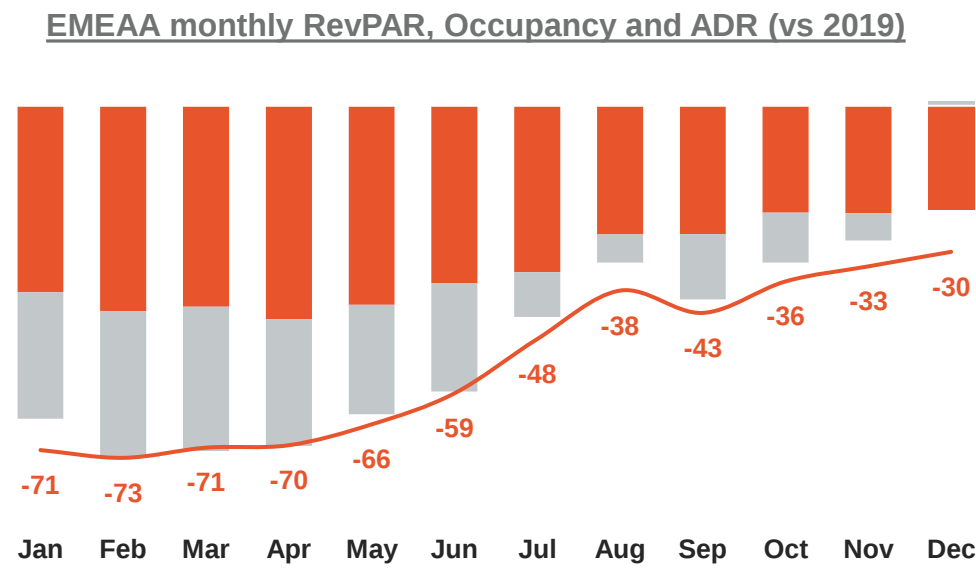
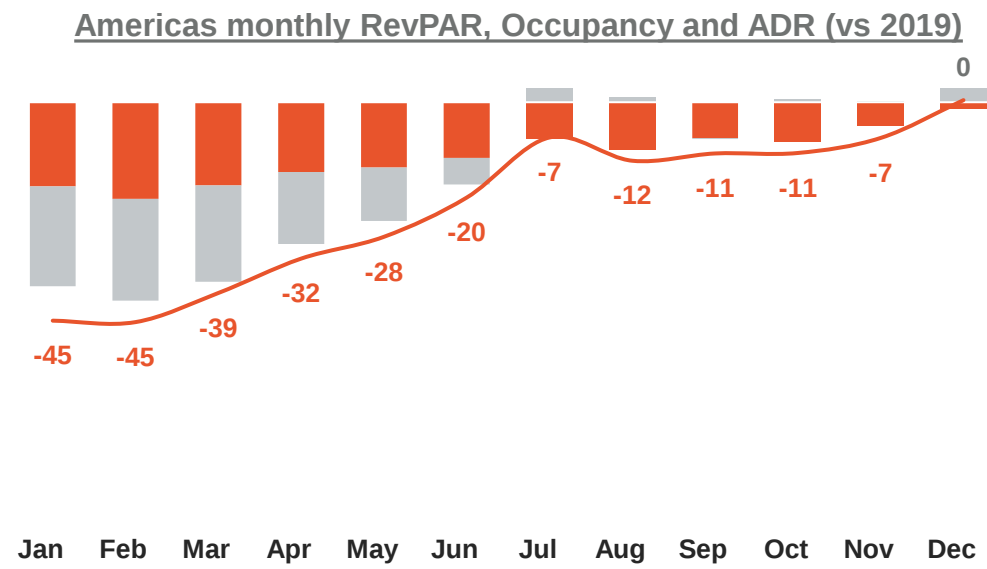


Source: STR

Weekly RevPAR performance demonstrates the path of recovery for each of our regions



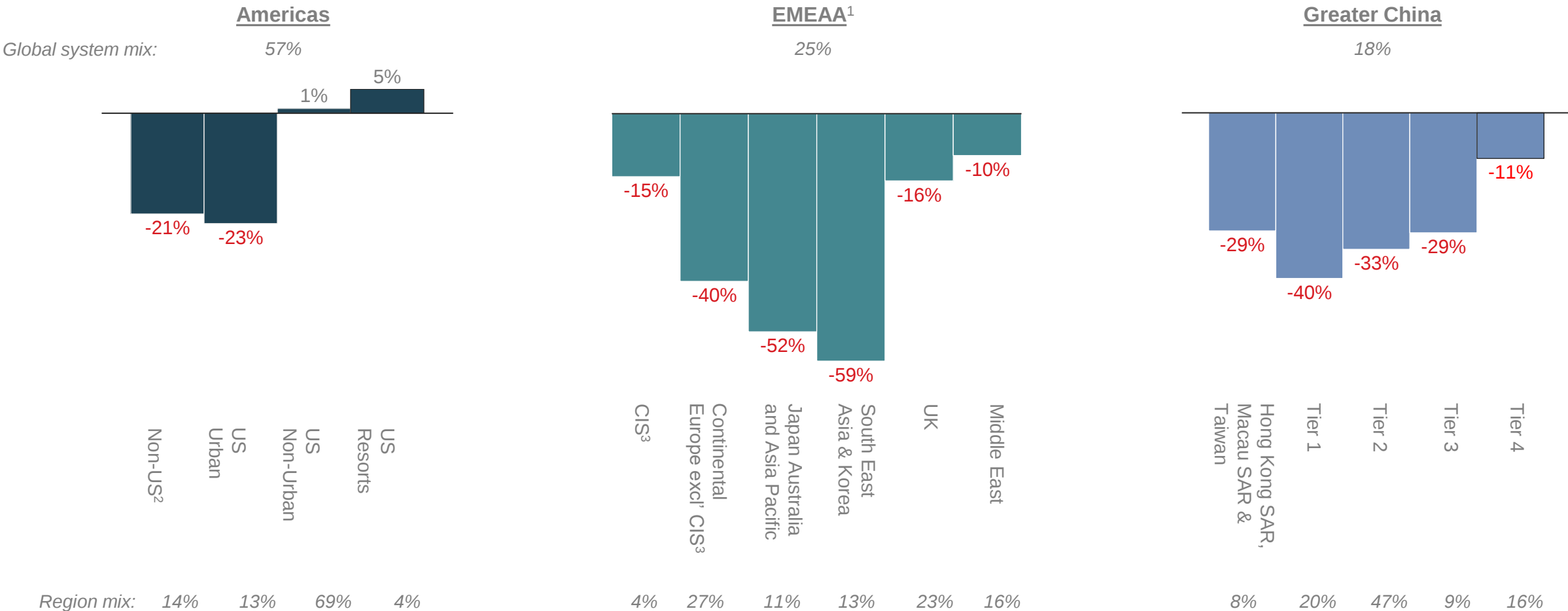
Regional variations in RevPAR with strong ADR recovery in all regions



— RevPAR (%) ■ Occupancy (% Pts) ■ ADR (%)

Recovery skewed to domestic leisure markets where restrictions have been lifted

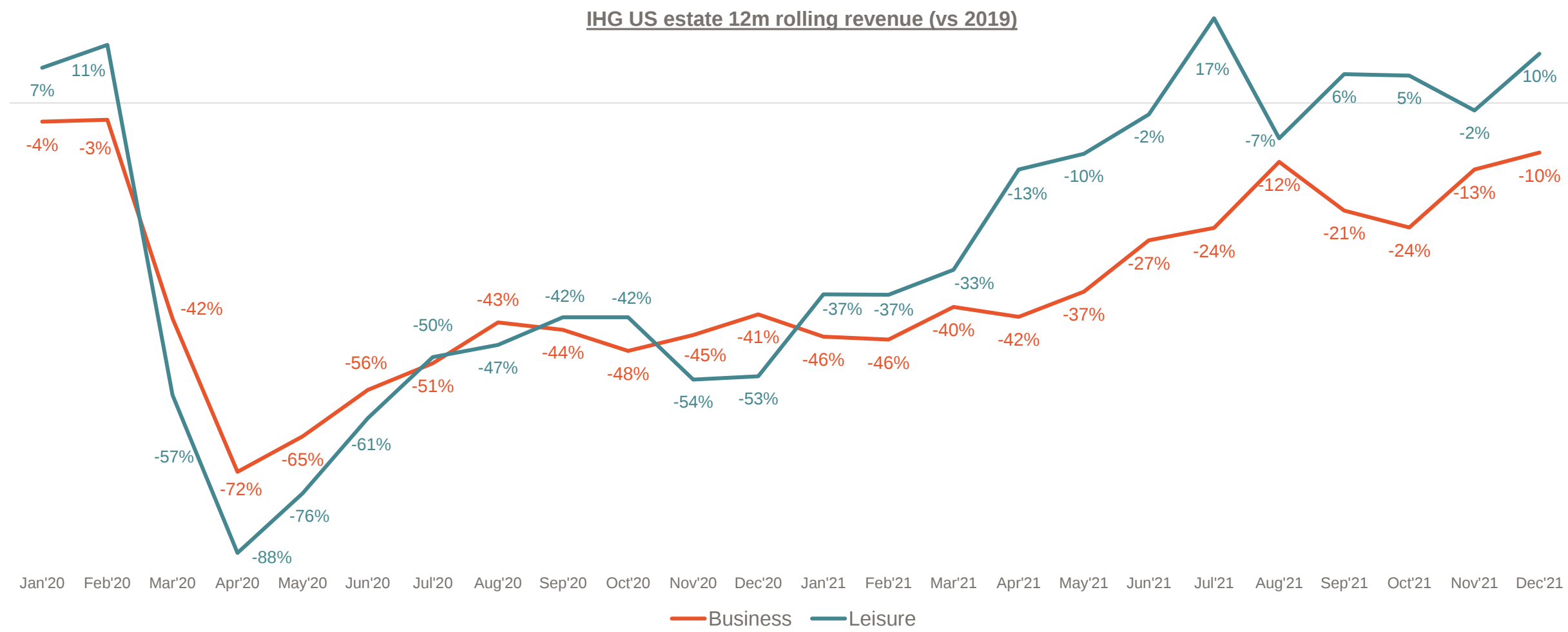
IHG Q4 21 RevPAR (vs 2019)



¹ Major markets only shown, other markets in aggregate 6% of region mix. ² Canada, Mexico, Latin America and Caribbean. ³ CIS (Commonwealth of Independent States) includes the following countries Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Mongolia, Russia and Ukraine.

Americas

Ongoing strength of Leisure with improvement in Business demand



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Holiday Inn Glendale, Arizona, United States

Overview of FY 2021 and our strategic objectives

2021: excellent progress

RevPAR & Rooms



- +46% Global RevPAR vs 2020; (29.8)% vs 2019, with Q4 (17.1)%
- Further sequential improvement in US, with RevPAR ahead of 2019 levels in December
- System 880k rooms (5,991 hotels); +5.0% gross openings; (0.6)% net YOY
- Opened 291 hotels; signed 437 hotels, +23%

Results



- \$534m operating profit from reportable segments, +144% vs 2020
- \$75m of recurring cost savings delivered
- \$571m adjusted free cash flow
- Net debt:adjusted EBITDA 3.0x
- Dividend reinstatement: 85.9¢ proposed

Laying the foundations for future growth



- Strengthened digital booking experience
- Transforming our loyalty offer
- New mobile app to be launched in 2022
- Ongoing operational support to our owners
- Underpinned by our commitment to operate a responsible business

Further brand developments



- Launch of Vignette Collection brand
- Recent brands rapidly reaching scale – voco >50; avid >200
- Review of Holiday Inn and Crowne Plaza estate completed; lower removals going forward
- Pipeline >30% of current system size; 40%+ under construction

Focus on industry-leading net rooms growth, underpinned by our strategic priorities

Our Purpose: True Hospitality for Good

Ambition: to deliver industry-leading net rooms growth

Our Priorities:



Build loved and trusted brands

- Strengthening positioning and further growth potential of existing brands
- Accelerating scale and growth of newer brands
- Launch of new Luxury & Lifestyle collection brand
- Investment in development resources



Customer centric in all we do

- Supporting our owners to alleviate operational challenges
- Focusing marketing on key demographics to drive more demand
- Supporting the return of business travel, groups and events
- Enhancing our loyalty offer



Create digital advantage

- Enabling attribute pricing and selection of stay enhancements
- Simplification of room rates enhancing customer booking experience
- Next generation IHG mobile app under development and piloting



Care for our people, communities and planet

- Workstreams underway to meet upgraded 2030 science-based target
- Miniature bathroom amenities being removed
- Strengthened DE&I programmes
- Human rights focus

Build loved and trusted brands

- More opportunities for guests and owners with IHG

	Existing brands	Newer brands	Portfolio evolution
Luxury & Lifestyle	  	  	Six Senses and Regent: acquisitions to expand IHG's luxury presence Organic development of new Luxury & Lifestyle collection brand
Premium	  		voco hotels: organic development targeting global conversion opportunity
Essentials	 		avid hotels: organic development to create additional midscale growth engine
Suites	 		Atwell Suites: organic development to capture further growth for longer stays

Build loved and trusted brands

- Breadth of brand portfolio enabling multi-property deals



Grand Hotel Wien, Austria – signed as a Vignette Collection hotel



Penina Resort & Golf, Portugal – signed as a Vignette Collection hotel



Dona Filipa Hotel, Portugal – signed as a Vignette Collection hotel



voco Algarve, Portugal – Conversion of the Formosa Park Apartments

Build loved and trusted brands

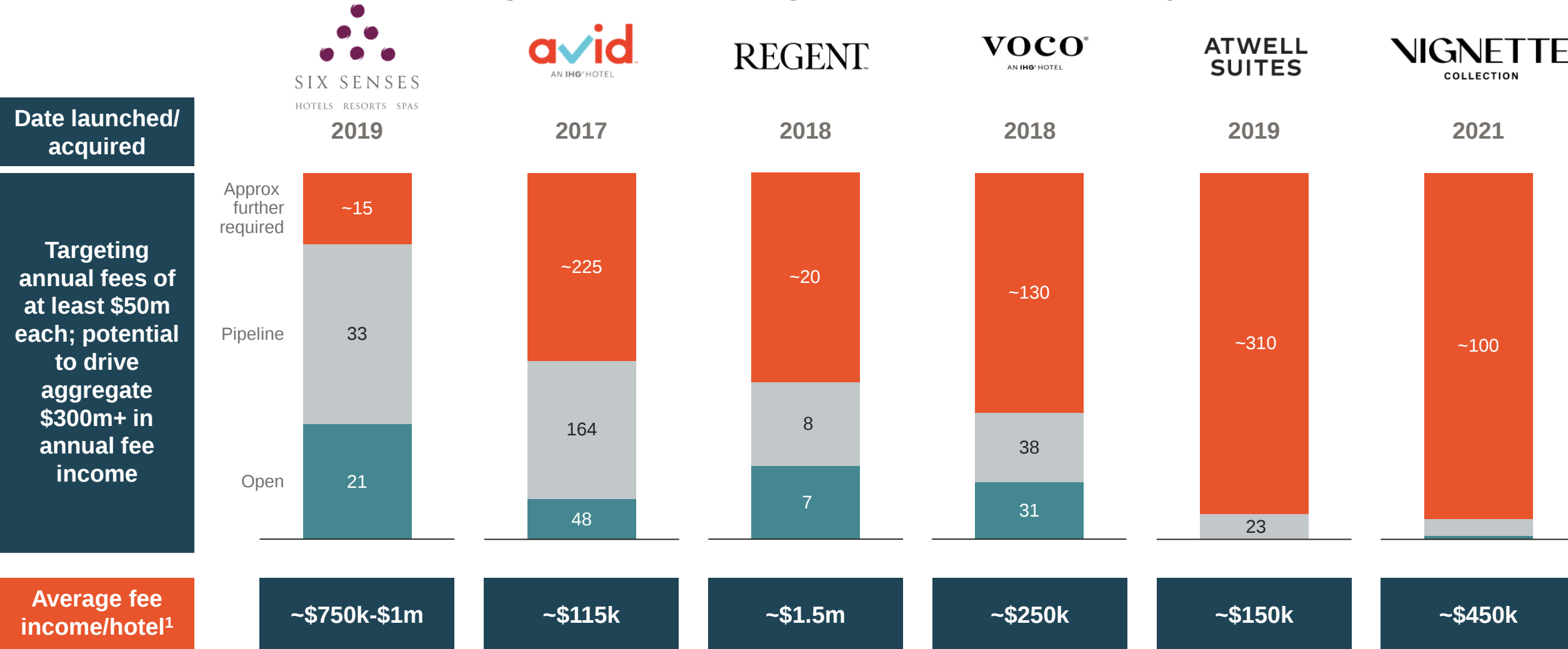
- Portfolio of two Holiday Inn Resorts, a voco and a Crowne Plaza with strategic partner



Exterior view of Ba Na Hills Entertainment Complex (Phase Two) - due to open in 2026

Build loved and trusted brands

- New brands offer significant fee growth opportunity



¹: Represents average annualised fee income per hotel, once hotel reaches maturity

Build loved and trusted brands

- Continued resilience across Essentials and Suites

	Essentials			Suites		
						
System ¹	3,016	1,190	48	315	361	-
Pipeline ¹	645	244	164	156	93	23
Chain scale ²	Upper Midscale	Upper Midscale	Midscale	Upscale	Midscale	Midscale
	~60% occupancy in Q4 - Outperformance on Guest Satisfaction Index and up YoY - Formula Blue 2.0 in Americas delivering ~10% cost savings for owners	- Two-thirds of Americas estate recently/ committed to renovation - Open Lobby adopted in nearly entire estate in Europe	- Outperformance across Guest Satisfaction Index (GSI) 105 hotels under construction or with plans approved/ submitted	>70% occupancy in Q4 across Extended Stay brands; ahead of 2019 levels - Signed 68 properties across Suites brands in FY21 - New prototype design with lower cost-to-build; open/committed in >170 Candlewood Suites and >160 Staybridge Suites - Construction underway for three Atwell Suites with first property in Miami on track to open in Q1; continued positive response from owners and interest in conversion opportunities		

¹ Hotels as at 31 December 2021; ² STR classification

Build loved and trusted brands

- Holiday Inn Express: Category leadership



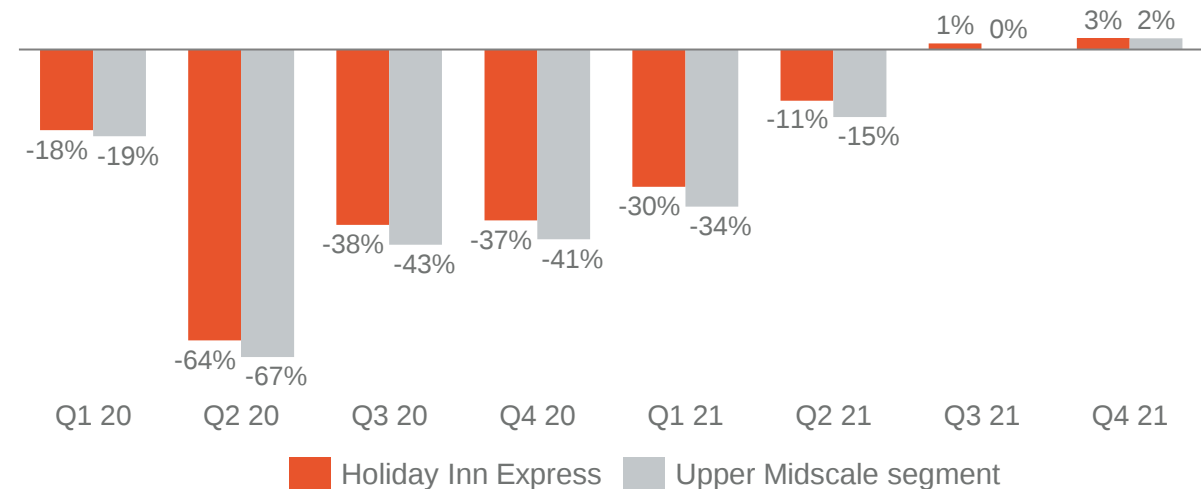
>3,000 Holiday Inn Express hotels; single largest global brand in the industry

Holiday Inn Express: Formula Blue

- Next generation hotel room and public area designs launched in 2014
- Have continually updated Formula Blue guestroom and public space designs
- On track for ~70% adoption across US and Canada by end of 2022
- Delivering ~10% cost saving for owners and 5%pt premium in Guest Satisfaction scores

Strong RevPAR recovery during 2021

Holiday Inn Express US RevPAR (vs 2019)



Source: STR

Build loved and trusted brands

- Expanding our Premium and Luxury & Lifestyle offerings

	Premium				Luxury & Lifestyle					
										
System ¹	31	404	21	16	21	7	204	1	75	130
Pipeline ¹	38	96	29	23	33	8	79	5	35	114
Chain scale ²	Upscale	Upscale	Upscale	Upscale	Luxury	Luxury	Luxury	Luxury	Upper Upscale	Upper Upscale

- Strong momentum across Premium brands
- voco hotels:** good momentum with ~70 hotels signed since launch; open hotels delivering strong commercial performance
- Crowne Plaza Hotels & Resorts:** review completed; three-quarters of Americas estate updated, committed or undergoing renovation
- EVEN hotels:** seven further signings in Greater China, taking pipeline in the region to 19
- HUALUXE:** eleven openings and signings during 2021 including Hualuxe Suzhou Bay Hot Spring Resort

- Guest Satisfaction Index at 100 or above across all brands
- Six Senses Hotels Resorts Spas:** iconic openings in Brazil, Ibiza and Israel
- Regent:** development of the Regent Spa; Regent Hong Kong on track for opening in 2022
- InterContinental Hotels:** 23 signings in the year; significant capital outlay on renovation by owners to further elevate brand
- Vignette Collection:** six hotels signed following launch in August
- Kimpton Hotels & Restaurants:** continued internationalisation of brand; New resort properties expected to open in Bali and Mallorca during 2022
- Hotel Indigo:** on track to double estate over next 3-5 years

¹ Hotels as at 31 December 2021; ² STR classification

Build loved and trusted brands

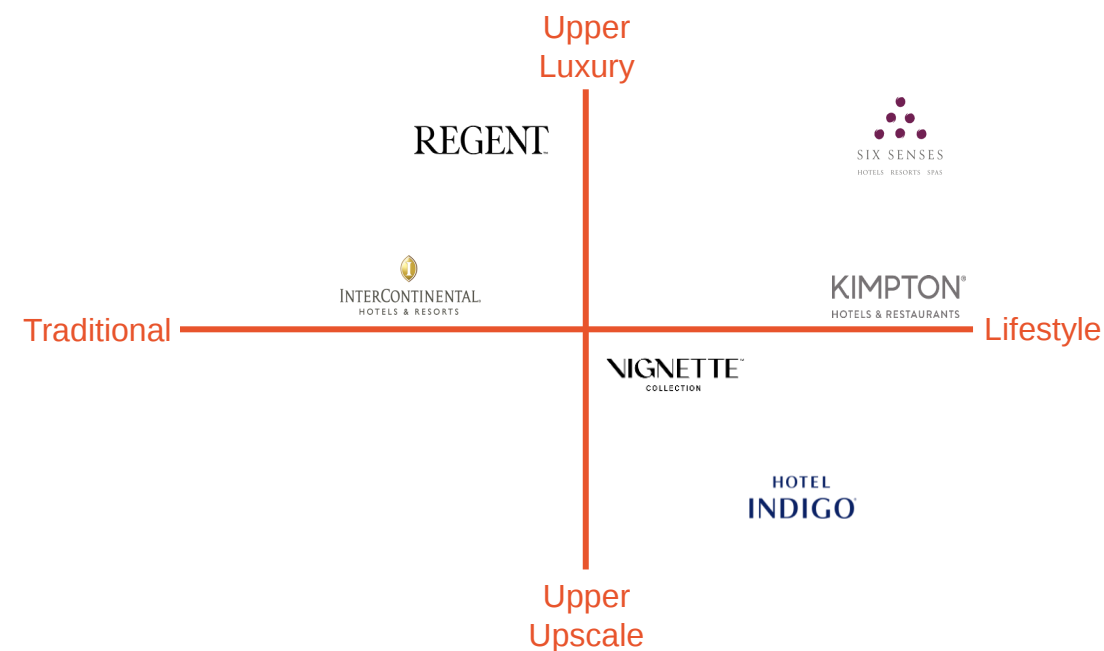
- Increased weight of Luxury & Lifestyle

IHG has developed a well balanced consumer offer across Luxury & Lifestyle

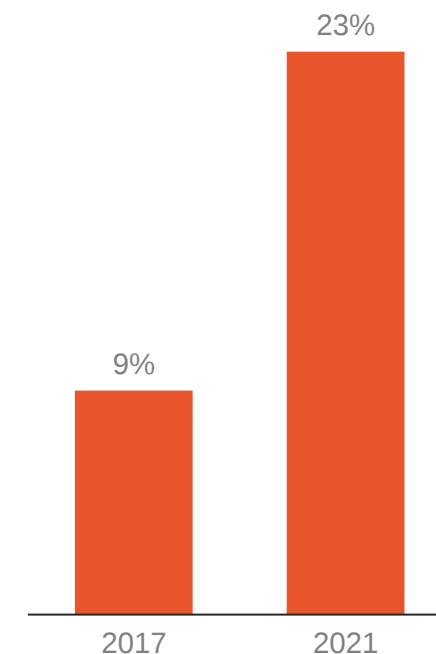
Nearly 200 years of Luxury expertise across our brands

Proportion of signings from higher value Luxury & Lifestyle hotels is up by 2.5x

% of signings from Luxury & Lifestyle



- Built upon the heritage of **InterContinental Hotels & Resorts**, the world's single largest luxury hotel brand
- Addition of **Kimpton Hotels & Restaurants** brought luxury F&B expertise
- Sustainable tourism, Spa and wellness capabilities enhanced with **Six Senses**
- Upper Luxury knowhow from **Regent**



Build loved and trusted brands

- Guest and owner proposition for our new Vignette Collection brand

Compelling owner proposition

- Access to world class revenue delivery systems including IHG Rewards
- Leading global sales enterprise and revenue management tools to drive additional revenue to hotels
- Strong distribution through IHG digital channels
- Retention of independent identity and character of hotel
- Limited capital outlay

Attractive guest profile

- Targeted for the 35-50 year demographic
- High value, high frequency affluent travellers
- Prefer distinctive upscale and luxury experiences
- Member of loyalty programmes
- Guests favouring the trust and reassurance associated with leading hotel groups



Conclusion of Holiday Inn and Crowne Plaza review

151 hotels have left the system



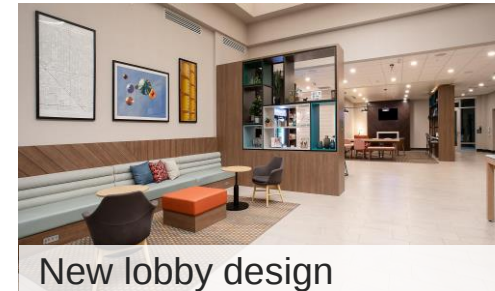
108 hotels exited¹

83 hotels with significant investment commitment from owners

71 hotels retained²



Pre-renovation lobby



New lobby design



43 hotels exited¹

12 hotels retained²



Pre-renovation room



New guest room design

Addressed the consistency and quality of the estate

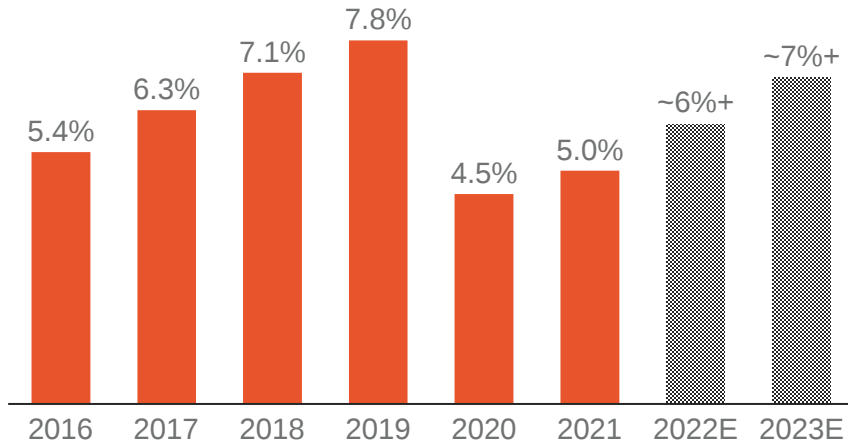
- ~80% of removals in the Americas were in the bottom quartile for metrics including RevPAR, RGI, Guest Love and quality scores
- **66% of Holiday Inn** estate² and **73% of Crowne Plaza** estate² in Americas will have recently been updated or due to undergo renovation

¹ Total removal across the global estate

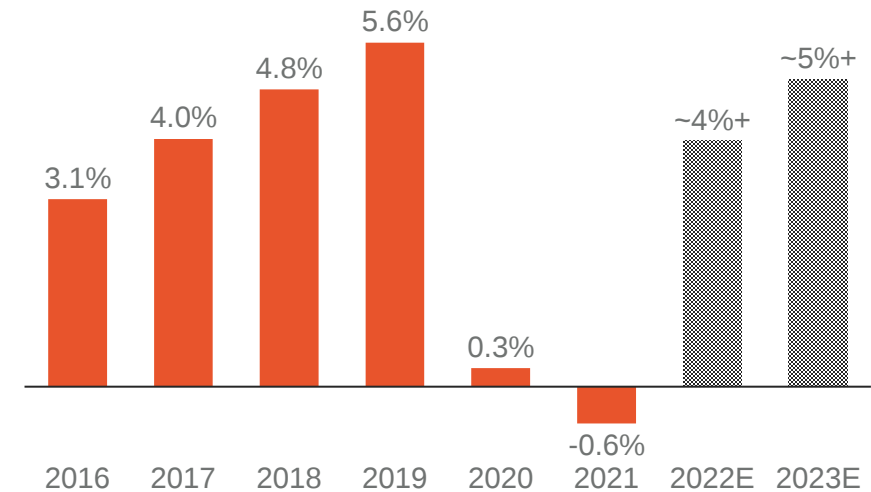
² Committed to improvement plans or scopes of work, reflecting significant investment by owners across Americas and EMEAA

Delivering an industry leading level of net system size growth

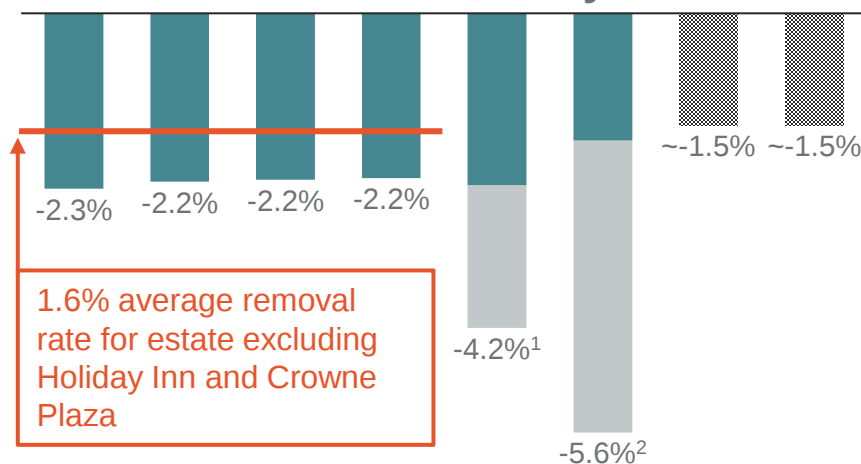
Acceleration in gross openings...



...will lead to stronger net system size growth



...combined with structurally lower removals



Confidence underpinned by:

- >40% pipeline under construction
- Healthy volume of deal discussions across regions
- Compelling owner offer with a complete brand portfolio across chainscales and global reach

¹ 2.3% excluding 1.9%pt impact from termination of certain hotels by SVC

² 1.7% excluding 3.9%pt impact from removal of Holiday Inn and Crowne Plaza hotels across the Group

Customer centric in all we do

Guests

- Cleanliness & Safety**
- IHG Clean Promise
 - New protocols and standards

- Booking flexibility**
- *Book Now, Pay Later* policies

- Meet with Confidence**
- Provides corporate bookers greater flexibility and assurance
 - Virtual and hybrid meetings solutions

- Loyalty**
- Dynamic pricing for Reward Nights
 - Enhancing value through partnerships

- Personalisation**
- Targeted promotions informed by data-driven capabilities



IHG
REWARDS

Owners

- Operating standards**
- Updated operating standards to offset higher safety and cleaning costs, and to focus on maximising returns

- Payment flexibility**
- Case-by-case consideration of payment plans

- Procurement**
- Centralised procurement helping to deliver savings and protect owner cash flow

- Revenue Management**
- Enhancements to provide further pricing and returns protection during periods of volatile demand

- IHG Concerto**
- Automating front desk operations such as Contactless Check-in

Customer centric in all we do

- Supporting owners to maximise ROI



Focus on efficient design and cost management



New cost effective prototype with a 15% reduction in building size



In its latest format, now achieving a ~10% reduction in cost per key across furniture, fixtures and equipment

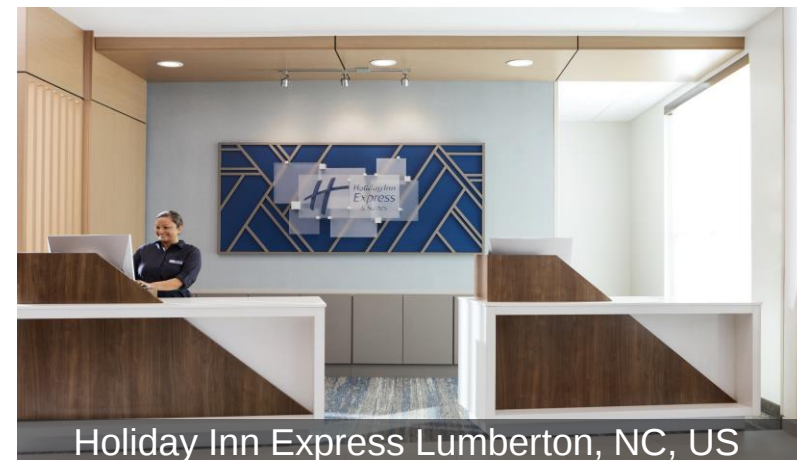


New prototypes with more efficient and flexible base plans



Faster ramp up of new hotel openings

- Upweighting commercial support through opening process
- Provide broader procurement programmes to owners
- Significant acceleration in ramp up time across a number of brands through 2021



Customer centric in all we do

– Transforming loyalty

100m+

members
and growing

~50%

of room nights
consumed by members

20%

more spend
than non-members

9x

more likely
to book direct

~15%

less points
required to book¹

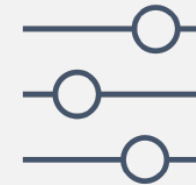
IHG[®] REWARDS



**More
Value**



**Strong
Benefits**



**Exceptional
Choice**

¹ achieved through Reward Night Dynamic pricing

Create digital advantage

- Leveraging technology to drive profits and performance

- Completed **room inventory reset** across ~95%¹ hotels
- Carried out **rate simplification** and **rate parity** initiatives, including centralisation of wholesale distribution
- Enables the ability of **attribute pricing**, allowing guests to choose rooms based on specific characteristics
- Addition of non-room **stay enhancements** gives even greater opportunity for **upsell and cross-sell**
- Owners can **unlock value** through optimising dynamic pricing for most desirable attributes and enhancements
- Guests fully able to **customise their stay**
- Initial results from our pilot have been positive** in delivering improved guest experience and bringing valuable hotel stay options to life
- Full options only available to guests who book **direct through IHG channels**
- Further functionality to be rolled out in 2022 with **launch of next generation IHG mobile app**

Attribute choice

ROOM NO.	ATTRIBUTE							INV. TYPE
	●	●	●	●	●	●	●	
901	✓	✓	✓				✓	H45L
902	✓		✓	✓	✓	✓	✓	P84C
903		✓	✓	✓		✓	✓	N76U
201	✓	✓	✓					R12K
202	✓		✓	✓	✓	✓		B76T
203	✓		✓	✓	✓	✓		B76T
204	✓	✓		✓	✓	✓		X89R

Stay enhancements

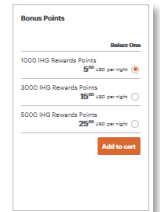
F&B offers



Late/early check-in/out



Bonus points



Parking



Amenities in room

Other examples

- Rollaway beds
- Club access
- Spa offers
- Attractions
- Local curated experiences

¹: As at February 2022

Care for our people, communities and planet

- 2030 Responsible Business ambitions and commitments



Champion a diverse culture where everyone can thrive

- Corporate employees completed >10,000 hours of Conscious Inclusion training that will be extended to hotel leadership in 2022
- Expanded Employee Networks with more than 1,300 members globally; represent groups including ethnic minorities and LGBT+
- Named a Global Best Employer by Kincentric

KINCENTRIC
Best Employers



Improve the lives of 30 million people in our communities around the world

- Further evolved our IHG Academy programme with the launch of IHG Skills Academy
- 40,000 colleagues volunteered to help more than 350,000 people during IHG's Giving for Good month in September 2021
- Supported multiple relief efforts



IHG® Skills Academy



Reduce our energy use and carbon emissions in line with climate science

- Upgraded our 2030 science-based target to 1.5°C that delivers:
 - 46% absolute reduction in CO₂ from our owned, leased, managed and franchise hotels
- Every single hotel globally has its own energy metric
- Maximise / optimise the role of renewable energy

RACE TO ZERO



Pioneer the transformation to a minimal waste hospitality industry

- Bulk bathroom amenities in place or agreed for all brands and markets globally
- Targeting elimination of single use-items across the guest stay
- Global food waste training
- Pilot project with WRAP in the UK, allowing learnings to be rolled out globally

wrap



Conserve water and help secure water access in those areas at greatest risk

- Completed hotel level risk mapping to inform future strategy
- Water stewardship projects underway including in Greater China and Australia
- WASH: pilots to support water.org projects helping to reach 15,000 people gain access to clean water in India, Indonesia and Mexico

ALLIANCE FOR WATER STEWARDSHIP

Conclusions

- Confident on future growth prospects and our strategic priorities

- Strong financial performance with operating profit from reportable segments more than doubling and net debt substantially reducing
- Emerging from the pandemic a stronger and more agile business
- Hotel development environment strengthening: 291 hotel openings and 437 signings, a sizeable increase
- Executing against our strategic priorities and well placed to achieve our ambition of industry-leading net rooms growth in the years ahead
- Actions taken over last two years position us well to exceed pre-pandemic levels of growth and profitability
- Confidence in the strength of IHG's enterprise, market positioning and ability to drive attractive levels of long-term, sustainable growth

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HOTELS & RESORTS



Holiday Inn Glendale, Arizona, United States

Overview of FY 2021 financial performance

Financial performance overview

Results from reportable segments ¹	Reported					Underlying ²	
	FY 2021	FY 2020		FY 2019		FY 2020	FY 2019
	\$m	\$m	% change vs FY 2021	\$m	% change vs FY 2021	% change	% change
Revenue	\$1,390m	\$992m	+40%	\$2,083m	(33)%	+39%	(32)%
Operating profit	\$534m	\$219m	+144%	\$865m	(38)%	+138%	(38)%
Revenue from fee business	\$1,153m	\$823m	+40%	\$1,510m	(24)%	+38%	(23)%
Operating profit from fee business	\$570m	\$278m	+105%	\$813m	(30)%	+104%	(30)%
Fee margin ³	49.6%	34.1%	+15.5%pts	54.1%	(4.5)%pts		
Adjusted interest ⁴	\$(142)m	\$(130)m	+9%	\$(133)m	+7%		
Reported tax rate ⁵	(31)%	(38)%	(7)%pts	(24)%	+7)%pts		
Adjusted EPS ⁶	147.0¢	31.3¢	+370%	303.3¢	(52)%		
Dividend for the year	85.9¢	-	NM	39.9¢	+115%		

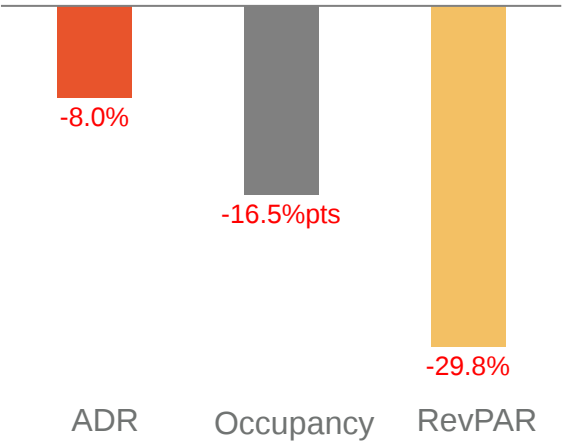
¹ Reportable segments excludes System Fund results, hotel cost reimbursements and exceptional items. ² Reportable segment results excluding significant liquidated damages, current and prior year owned asset disposals and stated at constant FY 2021 exchange rates (CER). ³ Excludes owned, leased and managed lease hotels, significant liquidated damages and the results of the Group's captive insurance company. ⁴ Adjusted interest adds back \$3m (FY 2020: \$4m; FY 2019: \$18m) of interest charges attributable to the System Fund and excludes exceptional items. ⁵ The Group's reported effective tax rate, before exceptional items and System Fund results. ⁶ Calculated using results from Reportable Segments, adjusted interest, and related tax and excluding changes in fair value of contingent purchase consideration (and related tax) and earnings attributable to non-controlling interest

Fee-based business model shows relative resilience as demand returns

FY 2021 fee revenue: \$1,153m, down 24%¹ and 23% underlying² (vs 2019)

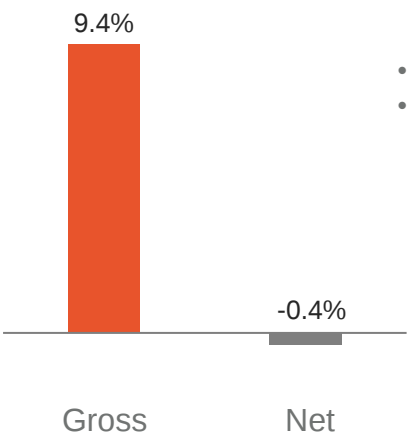


FY 2021 Group comparable RevPAR growth (vs 2019)



(31.8)% Total RevPAR decline³

FY 2021 Group system growth (vs 2019)



- 44.0k rooms opened in FY
- 49.7k rooms removed in FY

+5.9% growth in available rooms³

- Underlying fee revenue benefitting from stronger performance in Franchise business (-24.2%⁴) than overall Group RevPAR (-29.8%⁴), which includes weaker Owned, Leased and Managed Lease estate (-57.9%⁴)

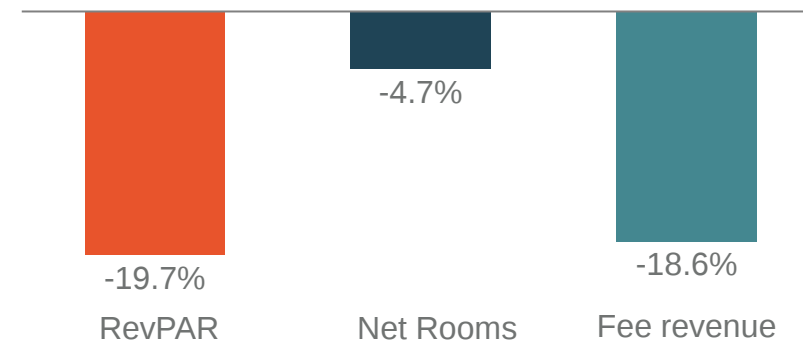
¹ Growth stated at AER. ² Underlying fee revenue excludes current and prior year owned, leased and managed lease hotels, significant liquidated damages, owned asset disposals and stated at constant FY 2021 exchange rates (CER). ³ Growth stated for underlying fee business excluding the SVC portfolio termination of 16.7k rooms (102 hotels) in Q4 2020 (see appendix for more detail). ⁴ RevPAR in comparable estate vs 2019, at CER.

Americas

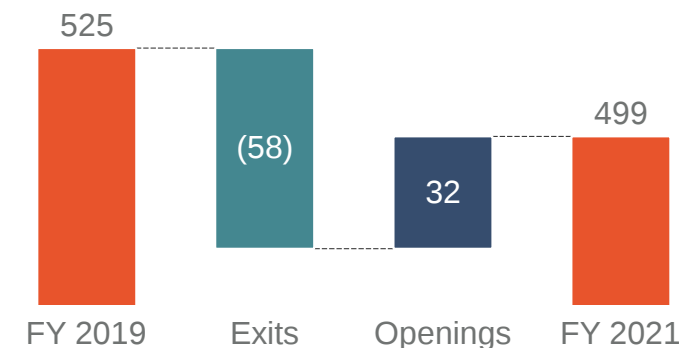
Strength across US franchise estate in Q4

- FY RevPAR up 54% (down 20% vs 2019); US up 54% (down 17% vs 2019)
- Q4 US RevPAR up 76% (down 5% vs 2019)
 - Driven by demand in non-urban and leisure markets
 - Franchised estate down 2% and Managed estate down 23% (vs 2019)
 - Midscale/Upper Midscale and Extended Stay most resilient segments
- YoY net rooms down 2.9% (down 4.9% vs 2019); gross up 3.1% (up 6.2% vs 2019)
 - Ground breaks accelerated to 30 in Q4, 79 for the year
- Underlying fee revenue¹ up 51% to \$691m (down 19% vs 2019)
- Underlying fee operating profit² up 75% to \$568m (down 14% vs 2019):
 - vs 2020: benefit from improved demand
 - vs 2019: impacted by \$5m lower incentive management fees and continued tough trading in US-urban and non-US markets; partly offset by \$11m payroll tax credit benefit and delivery of sustainable cost savings
- Owned, leased and managed lease operating profit up \$18m to a loss of \$9m (down \$46m vs 2019):
 - vs 2019: impacted by weighting of distribution to US-urban and non-US markets
- Pipeline: 97k rooms; 17.6k signed in FY
- Signings include 62 Holiday Inn Express, 30 Candlewood Suites and 13 avid hotels

FY 2021 growth in fee revenue drivers¹
(vs 2019)



FY 2021 net rooms growth ('000s)
(vs 2019)



¹ Underlying fee revenue excludes significant liquidated damages, current year disposals and stated at constant FY 2021 exchange rates (CER). ² Underlying fee operating profit excludes significant liquidated damages and current year disposals at CER.

Europe, Middle East, Asia & Africa

Improved trading in markets where travel restrictions have lifted

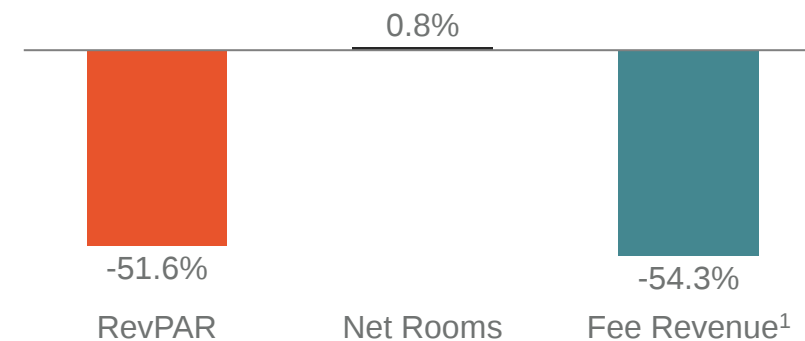
- FY RevPAR up 35% (down 52% vs 2019); Q4 up 118% (down 33% vs 2019)
- Q4 impacted by differing levels of government-mandated lockdown measures, particularly Continental Europe (down 40% vs 2019); Japan (down 56% vs 2019) and South East Asia and Korea (down 59% vs 2019); less restrictive markets such as UK (down 16% vs 2019) and Middle East performed better (down 10% vs 2019)

- YoY net rooms down 1.6% (up 0.4% vs 2019); gross up 4.5% (up 9.6% vs 2019)

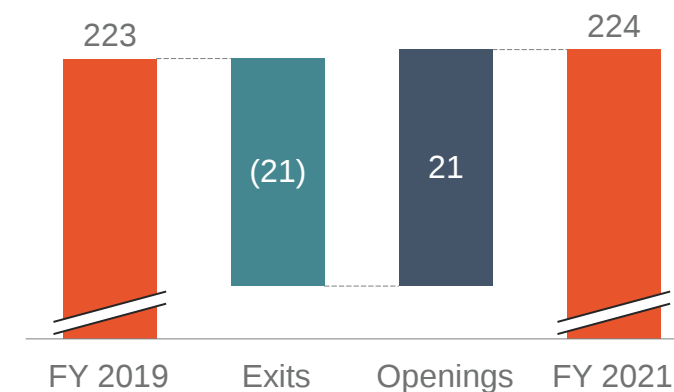
- Underlying fee revenue¹ up 37% to \$149m (down 54% vs 2019)
- Underlying fee operating profit² up \$51m to \$32m (down 84% vs 2019):
 - vs 2020: improved demand and \$15m higher incentive management fees
 - vs 2019: impacted by \$61m lower incentive management fees and continued tough trading in a number of markets, partly offset by cost savings
- Owned, leased and managed lease operating loss of \$27m (up \$5m vs 2020, down \$42m vs 2019)
 - Impacted by weak demand where these hotels are located, predominately in urban markets in Europe (FY RevPAR down 69% vs 2019)

- Pipeline: 81k rooms; 20.4k signed; significant pick up in signing pace in Q4
- Signings include 5 Six Senses, 15 InterContinental hotels, 6 Vignette Collection hotels and 10 voco hotels

FY 2021 growth in fee revenue drivers¹
(vs 2019)



FY 2021 net rooms growth ('000s)
(vs 2019)



¹ Underlying fee revenue excludes significant liquidated damages, current year disposals and stated at constant FY 2021 exchange rates (CER). ² Underlying fee operating profit excludes significant liquidated damages and current year disposals at CER.

Greater China

Impacted by localised lockdowns

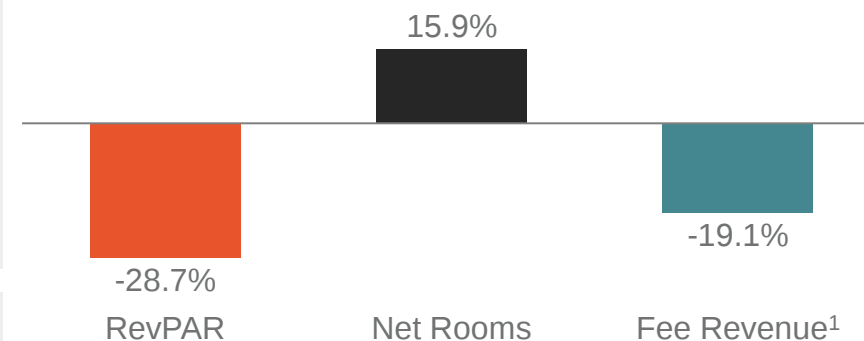
- FY RevPAR up 21% (down 29% vs 2019); Q4 down 17% (down 33% vs 2019)
- Mainland China up 20% (down 25% vs 2019); Q4 down 21% (down 33% vs 2019)
 - Tier 1 RevPAR up 26% (down 35% vs 2019); Q4 down 15% (down 40% vs 2019)
 - Tier 2-4 RevPAR up 17% (down 19% vs 2019); Q4 down 23% (down 29% vs 2019)
- Hong Kong SAR up 81% (down 61% vs 2019); Q4 up 84% (down 12% vs 2019)

- YoY net rooms up 8.9% (up 15.9% vs 2019); gross 12.5% (up 21.7% vs 2019)

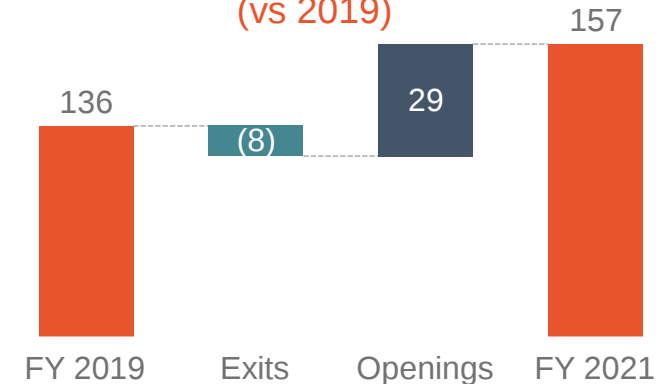
- Underlying fee revenue¹ up 34% to \$110m (down 19% vs 2019)
- Underlying operating profit² up 44% to \$52m (down 32% vs 2019):
 - vs 2020: driven by improved trading, \$9m higher incentive management fees, and \$6m significant liquidated damages
 - vs 2019: impacted by \$23m lower incentive management fees

- Pipeline: 93k rooms; 30.8k rooms signed
 - 80 franchise agreements signed, including 50 for Holiday Inn Express
 - Over 1,000 open and pipeline hotels

FY 2021 growth in fee revenue drivers¹
(vs 2019)



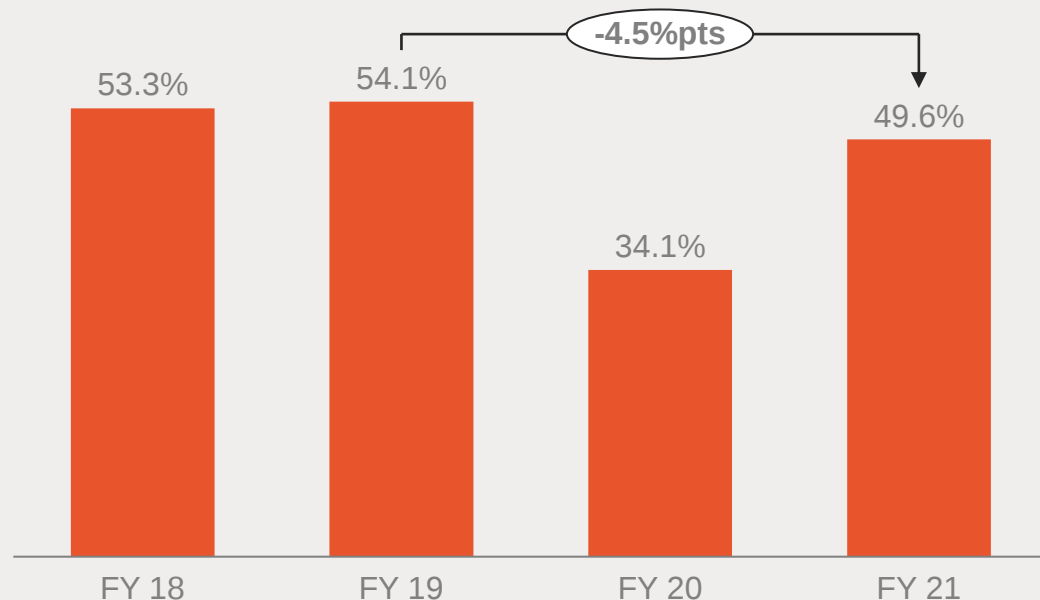
FY 2021 net rooms growth ('000s)
(vs 2019)



¹ Underlying fee revenue excludes significant liquidated damages, current year disposals and stated at constant FY 2021 exchange rates (CER). ² Underlying fee operating profit excludes significant liquidated damages and current year disposals at CER.

Delivered \$75m of recurring fee business cost savings in FY 2021

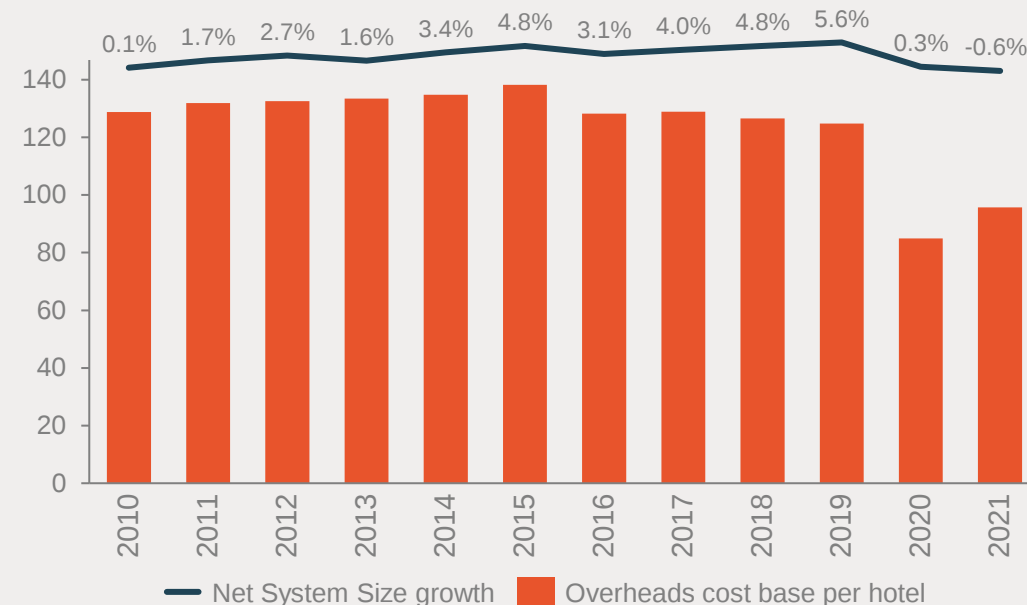
Progression in fee margin¹



- Fee margin down 4.5%pts at AER relative to FY19 with RevPAR down 30% vs 2019
- \$75m in recurring annual cost savings delivered
- \$25m of additional temporary cost savings in 2021 from elevated vacancy rates and lower travel expenditure

Efficient cost base

Overheads cost base per hotel (\$'000)



- A platform business with a well invested cost base
- Limited increases in overheads required to support growth in system size
- Overheads cost base per hotel 27% lower than a decade ago

Continued strong focus on cost efficiency and operating leverage will drive further fee margin progression

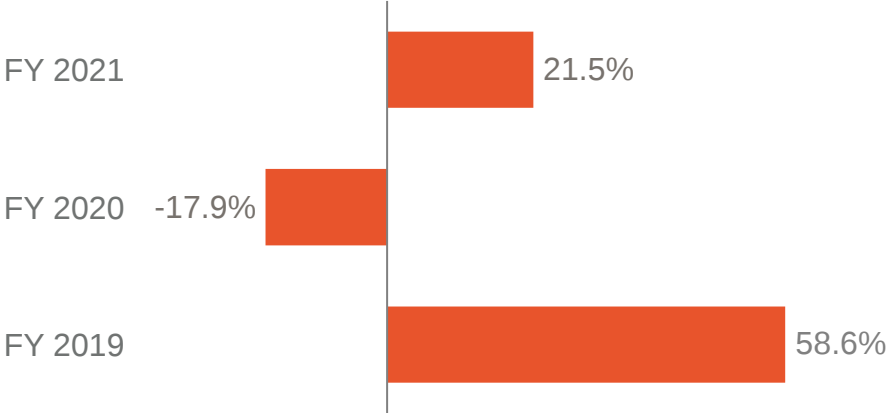
¹ Fee margin stated at AER

Fee margin¹ by region

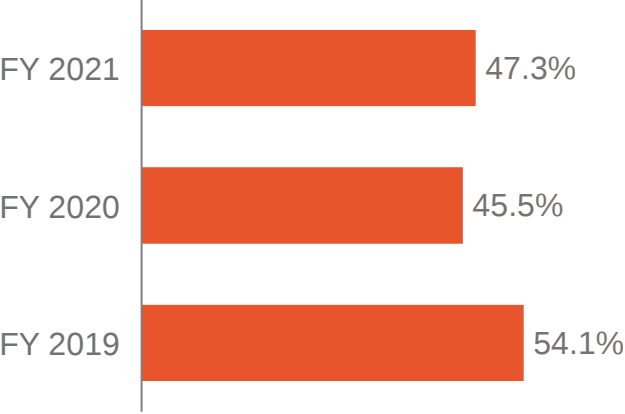
Americas



Europe, Middle East, Asia and Africa



Greater China



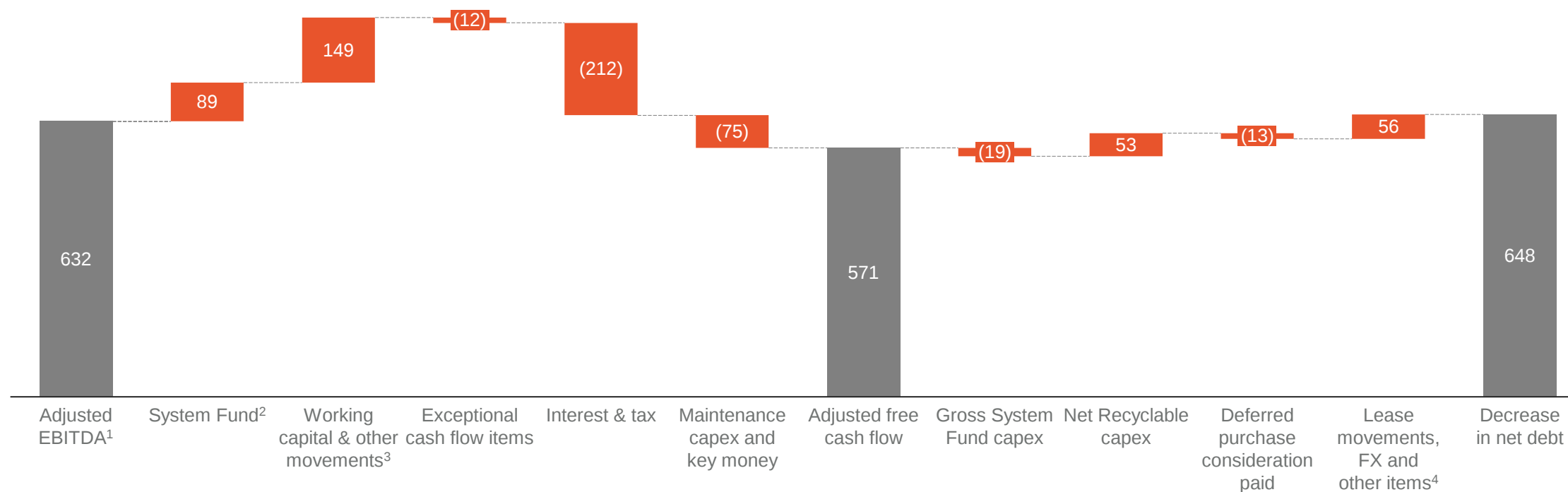
Total IHG



¹ Fee margin excludes owned, leased and managed lease hotels, significant liquidated damages and the results of the Group's captive insurance company; is stated at AER. For Americas, consists of fee business revenue and operating profit of \$691m (2020: \$457m, 2019: \$853m) and \$568m (2020: \$323m, 2019: \$663m) respectively. For Europe, Middle East, Asia and Africa consists of fee business revenue and operating profit (adjusted for significant liquidated damages) of \$149m (2020: \$106m, 2019: \$326m) and \$32m (2020: \$(19)m, 2019: \$192m) respectively. For Greater China, consists of fee business revenue and operating profit (adjusted for significant liquidated damages) of \$110m (2020: \$77m, 2019: \$135m) and \$52m (2020: \$35m, 2019: \$73m) respectively.

Strong cash conversion

Cash flow FY 2021 (\$m)



- Increase in adjusted free cash flow to \$571m (2020: \$29m), driven by strong cash conversion and System Fund swing to inflow on improved trading and higher depreciation

¹ Before exceptional items and System Fund result. ² System Fund inflow reflects \$(11)m in-year deficit adding back \$94m of depreciation and amortisation and \$6m of other non-cash adjustments to System Fund result; working capital movements related to the System Fund, including movements in deferred revenue, are included within the Group's overall working capital & other movements. ³ Includes working capital and other adjustments (\$110m), and other non-cash adjustments to operating profit/loss (\$71m) less principal element of lease payments (\$32m). ⁴ Includes principal element of lease repayments (\$32m) and favourable exchange and other non-cash adjustments (\$24m)

Targeted capital expenditure to drive growth

	\$m	FY 2021	FY 2020
Maintenance capex, key money and selective investments	Maintenance capex	(33)	(43)
	Key money ¹	(42)	(64)
	Total	(75)	(107)

- Maintenance: relates to owned, leased and managed lease hotels and corporate infrastructure
- Key money: used to secure hotel signings

	\$m	FY 2021	FY 2020
Recyclable investments	Gross out	(5)	(6)
	Gross in	58	23
	Net total	53	17

- Investment behind growth initiatives
- Profile can vary year to year, but expected to be broadly neutral over time

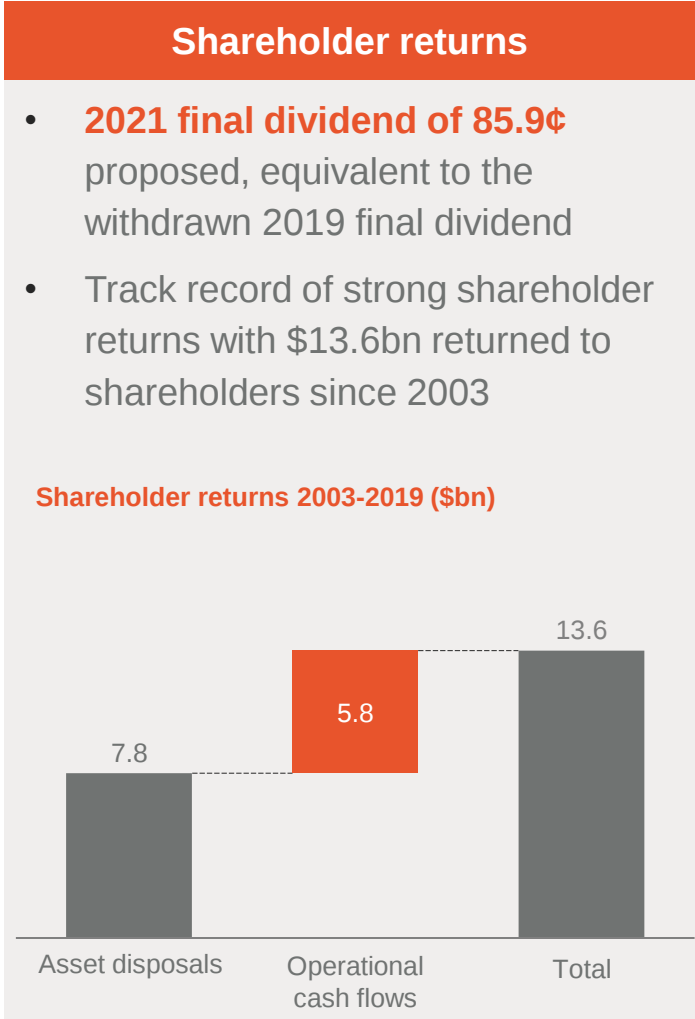
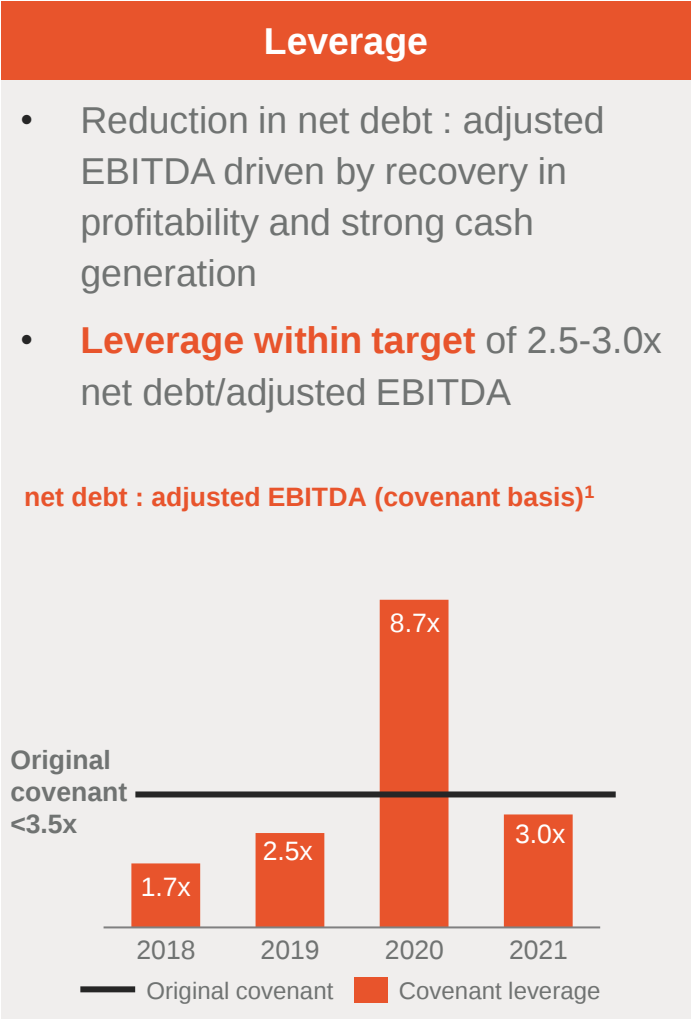
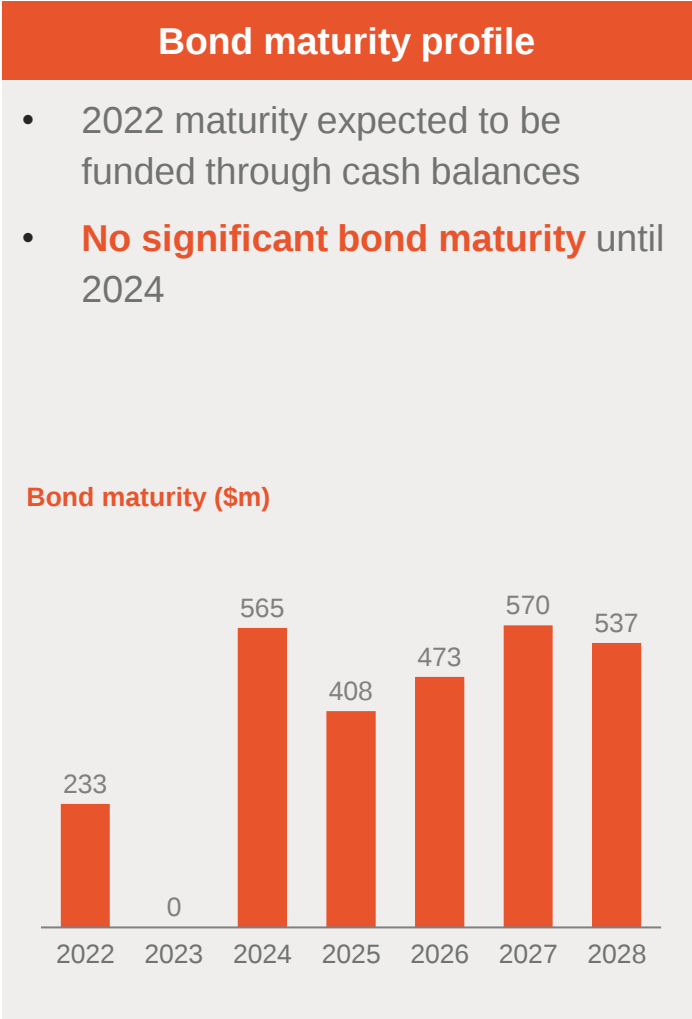
	\$m	FY 2021	FY 2020
System Fund capital investments	Gross out	(19)	(35)
	Gross in ²	91	58
	Net total	72	23

- Invested into projects that benefit our hotel network
- Repaid when depreciation charged to System Fund e.g. GRS

Total capital investments	Gross total ³	(100)	(148)
	Net total	50	(67)

¹ Key money presented net of repayments of \$1m in FY 2021 (FY 2020: nil); ² Consists of depreciation and amortisation of \$94m in FY 2021 (FY 2020: \$62m), adjusted to exclude depreciation for right of use assets of \$3m (FY 2020: \$4m). ³ Includes gross key money payments of \$43m in FY 2021 (FY 2020: \$64m)

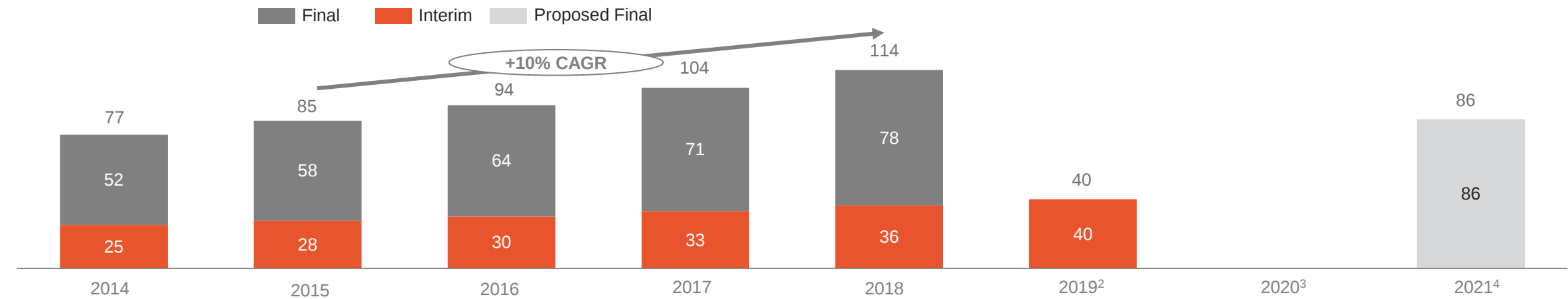
Significant reduction in leverage



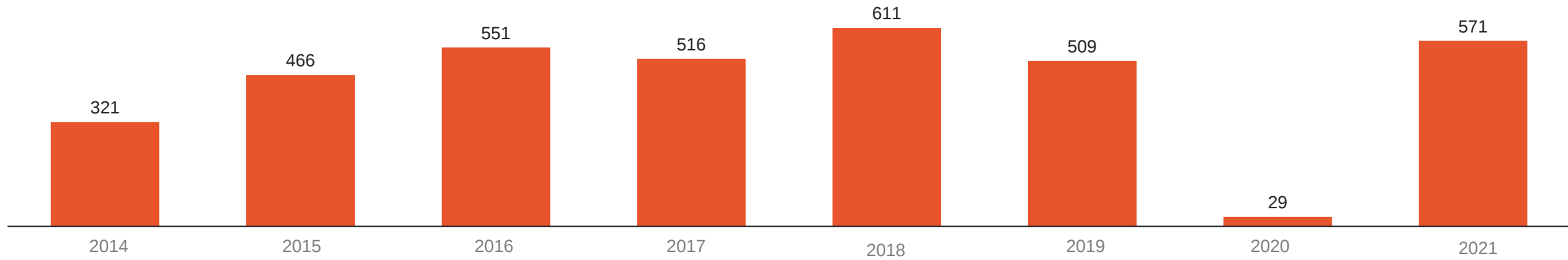
¹ The leverage ratio uses a Covenant EBITDA and Covenant Net debt measure which are detailed in Note 10 of the Group's Preliminary Financial statements

Highly cash generative business has driven strong shareholder returns

Ordinary dividend progression 2014-2021 (¢ per share)



Strong free cash flow generation (\$m)¹



¹ 2017 and 2018 Free Cash Flow restated for the adoption of IFRS 16; ² 2019 final dividend recommendation withdrawn in response to Covid-19; ³ 2020 dividend suspended in response to Covid-19; ⁴ 2021 final dividend proposed, equivalent to the withdrawn final payment in respect to 2019.

Our strategy for uses of cash remains unchanged



Invest in the business to drive growth



Sustainably grow the ordinary dividend



Return surplus funds to shareholders

Objective of maintaining an investment grade credit rating
2.5x – 3.0x Net Debt : Adjusted EBITDA under normalised conditions

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Hotel X, Vignette Collection, Brisbane, Australia

Appendices

Fee Business growth rate analysis vs 2020

FY 2021	RevPAR growth %		Net rooms growth %		Underlying Fee Revenue ¹ Growth %	Comments
	Comparable	Total ²	YoY	Available ²		
	Hotels that have traded in all months being compared (i.e. steady state)	All hotels that were open in FY 2021 and FY 2020 (incl hotels that are ramping up)	31 December 2021 vs 2020	Aggregate number of rooms available for sale in FY 2021 vs FY 2020		
Americas	53.8%	55.3%	(2.8)%	0.1%	51.2%	
EMEA	34.8%	35.4%	1.5%	1.6%	36.7%	
Greater China	20.6%	18.4%	8.9%	8.8%	34.1%	Fee revenue growth benefited from higher levels of incentive management fee income
Total Fee Business	45.9%	45.6%	(0.6)%	1.9%	37.7%	Group Fee revenue growth impacted by lower rate of growth in Central revenues

¹ Underlying fee revenue and excludes owned, leased and managed lease hotels, significant liquidated damages, current year disposals, System Fund results and hotel cost reimbursements at constant FY 2021 exchange rates (CER).

² Underlying fee business total RevPAR and available rooms excluding the SVC portfolio termination of 16.7k rooms (102 hotels) in Q4 2020

Fee Business growth rate analysis vs 2019

FY 2021	RevPAR growth %		Net rooms growth %		Underlying Fee Revenue ¹ Growth %	Comments
	Comparable	Total ²	YoY	Available ²		
	Hotels that have traded in all months being compared (i.e. steady state)	All hotels that were open in FY 2021 and FY 2019 (incl hotels that are ramping up)	31 December 2021 vs 2019	Aggregate number of rooms available for sale in FY 2021 vs FY 2019		
Americas	(19.7)%	(20.0)%	(4.7)%	2.6%	(18.6)%	
EMEA	(51.6)%	(52.9)%	0.8%	4.7%	(54.3)%	
Greater China	(28.7)%	(32.8)%	15.9%	21.3%	(19.1)%	Fee revenue growth impacted by lower levels of incentive management fee income
Total Fee Business	(29.6)%	(31.8)%	(0.2)%	5.9%	(23.3)%	Fee revenue growth impacted by lower levels of incentive management fee income

¹ Underlying fee revenue and excludes owned, leased and managed lease hotels, significant liquidated damages, current year disposals, System Fund results and hotel cost reimbursements at constant FY 2021 exchange rates (CER).

² Underlying fee business Total RevPAR and available rooms excluding the SVC portfolio termination of 16.7k rooms (102 hotels) in Q4 2020

Revenue and operating profit FY 2019-21

Actual US\$ (m)	Total revenue Full Year			Total operating profit ¹ Full Year		
	2021	2020	2019	2021	2020	2019
Franchise and base management fees	683	452	840	-	-	-
Incentive management fees	8	5	13	-	-	-
Fee Business	691	457	853	568	323	663
Owned, Leased & Managed Leases	83	55	187	(9)	(27)	37
Total Americas	774	512	1,040	559	296	700
Franchise and base management fees	120	93	247	-	-	-
Incentive management fees	29	14	90	-	-	-
Fee Business	149	107	337	32	(18)	202
Owned, Leased & Managed Leases	154	114	386	(27)	(32)	15
Total EMEAA	303	221	723	5	(50)	217
Franchise and base management fees	91	61	87	-	-	-
Incentive management fees	25	16	48	-	-	-
Fee Business	116	77	135	58	35	73
Total Greater China	116	77	135	58	35	73
Central Results	197	182	185	(88)	(62)	(125)
Total Reportable Segments	1,390	992	2,083	534	219	865
Reimbursement of Costs	589	637	1,171	-	-	-
System Fund	928	765	1,373	(11)	(102)	(49)
Total IHG	2,907	2,394	4,627	523	117	816

¹ Before exceptional items

FY 2019 underlying fee business revenue and operating profit non-GAAP reconciliations

	Americas		EMEAA		Greater China		Central		Total IHG	
	Revenue	Operating Profit	Revenue	Operating Profit	Revenue	Operating Profit	Revenue	Operating Loss	Revenue	Operating Profit
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Per FY 2019 financial statements	1,040	700	723	217	135	73	185	(125)	2,083	865
Reportable segments analysed as:										
Fee business	853	663	337	202	135	73	185	(125)	1,510	813
Owned, leased and managed lease	187	37	386	15	-	-	-	-	573	52
	1,040	700	723	217	135	73	185	(125)	2,083	865
Reportable segments (see above)	1,040	700	723	217	135	73	185	(125)	2,083	865
Significant liquidated damages	-	-	(11)	(11)	-	-	-	-	(11)	(11)
Owned asset disposal ¹	(41)	(6)	(25)	(1)	-	-	-	-	(66)	(7)
Currency impact ²	(5)	-	5	7	1	4	(1)	(6)	-	5
	994	694	692	212	136	77	184	(131)	2,006	852
Underlying revenue and underlying operating profit										
Owned, leased and managed lease included in the above	(145)	(31)	(366)	(14)	-	-	-	-	(511)	(45)
	849	663	326	198	136	77	184	(131)	1,495	807
Underlying fee business										

¹ Americas: The revenue and operating profit/loss of InterContinental San Juan has been removed in 2019 (disposed in 2020) along with the operating profit/loss of three EVEN hotels (disposed in 2021) to determine underlying growth; EMEAA: The results of InterContinental Nairobi (disposed 2021) and Holiday Inn Melbourne Airport (disposed 2020) have been removed to determine underlying growth. ² Stated at constant FY 2021 exchange rates (CER).

Currency translation

Region ¹	Reportable Segments Reported FY 2021 vs FY 2020 at FY 2020 rates ²		Reportable Segments FY 2021 at average Jan 2022 rate vs reported FY 2021 ³	
	Revenue	EBIT	Revenue	EBIT
Americas	-	\$2m	-	-
EMEAA	\$8m	\$(1)m	\$(4)m	\$1m
Greater China	\$5m	\$1m	\$2m	\$1m
Central Overheads	\$3m	\$(2)m	-	\$2m
Total IHG	\$16m	-	\$(2)m	\$5m

¹ Major non-USD currency exposure by region (**Americas**: Canadian Dollar, Mexican Peso; **EMEAA**: British Pound, Euro, Russian Rouble, Japanese Yen, Singapore Dollar; **Greater China**: Chinese Renminbi; **Central**: British Pound). ² Based on monthly average exchange rates each year. ³ Based on Jan 22 average rates: 0.74 USD:GBP; 0.88 USD:EUR.

2021 notable items

Significant items		FY 2021	FY 2022
Payroll tax credit	Americas	\$11m	\$1m
Operating loss from three disposed Owned hotels ¹	Americas	\$(3)m	\$-
Individually significant Liquidated Damages	Greater China	\$6m	-

¹ In 2019, the results of three disposed owned hotels were \$2m of income

Ordinary shares

Number of shares	At 31 December 2021	At 31 December 2020
Opening balance at 1 January	187.7	187.7
Closing balance at 31 December	187.7	187.7
Basic weighted average shares	183.0	182.5
Dilutive potential ordinary shares ¹	1.1	-
Basic diluted average shares	184.1	182.5

1. The effect of the notional exercise of outstanding ordinary share awards was anti-dilutive in 2020 and therefore was not included in the diluted earnings per share calculation.

Note: The total number of shares held as treasury shares at 31 December 2021 was 3.7m (2020 5.1m).