

INTRODUCING

IHG[®]
HOTELS & RESORTS



IBEROSTAR
BEACHFRONT RESORTS

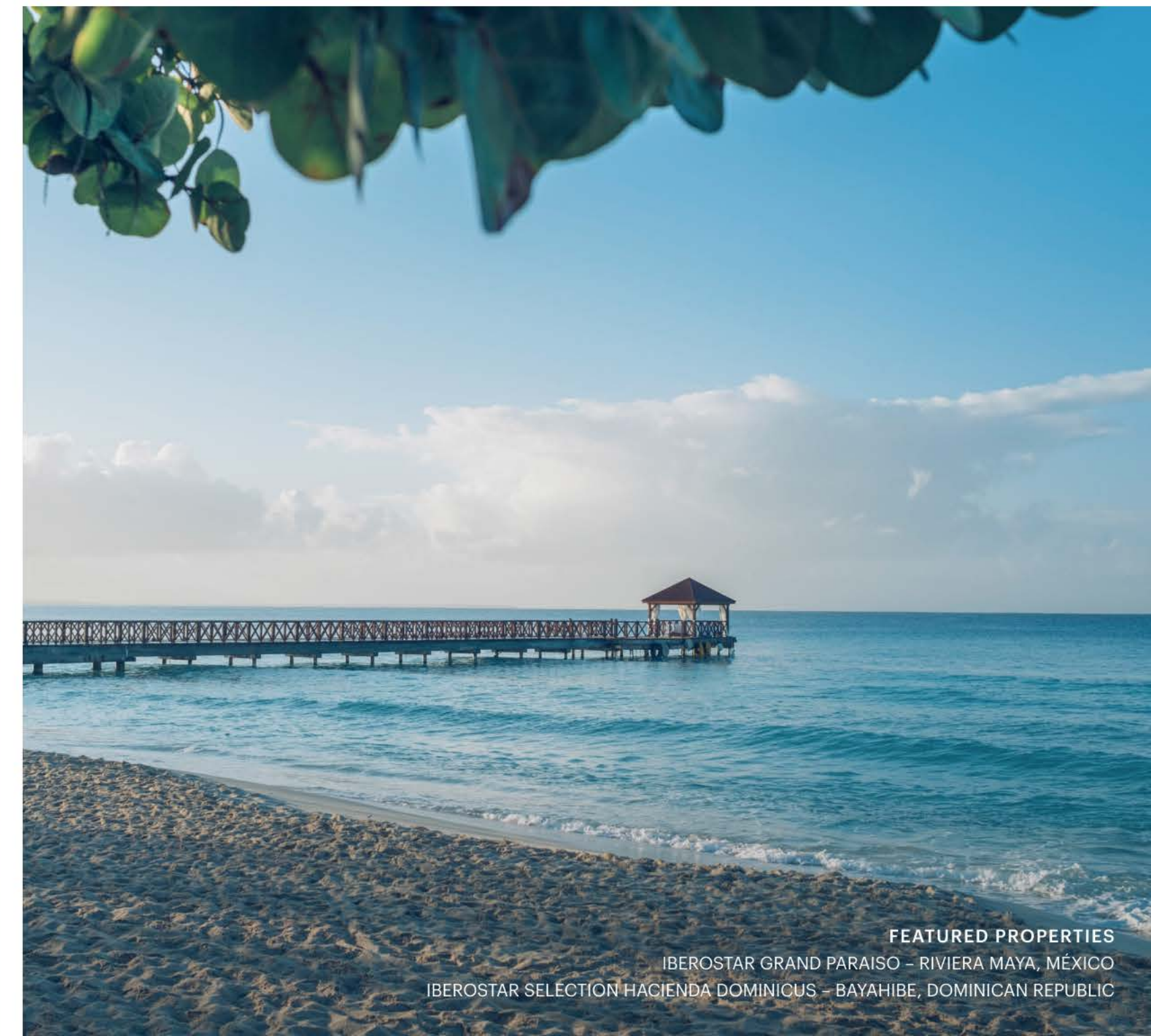
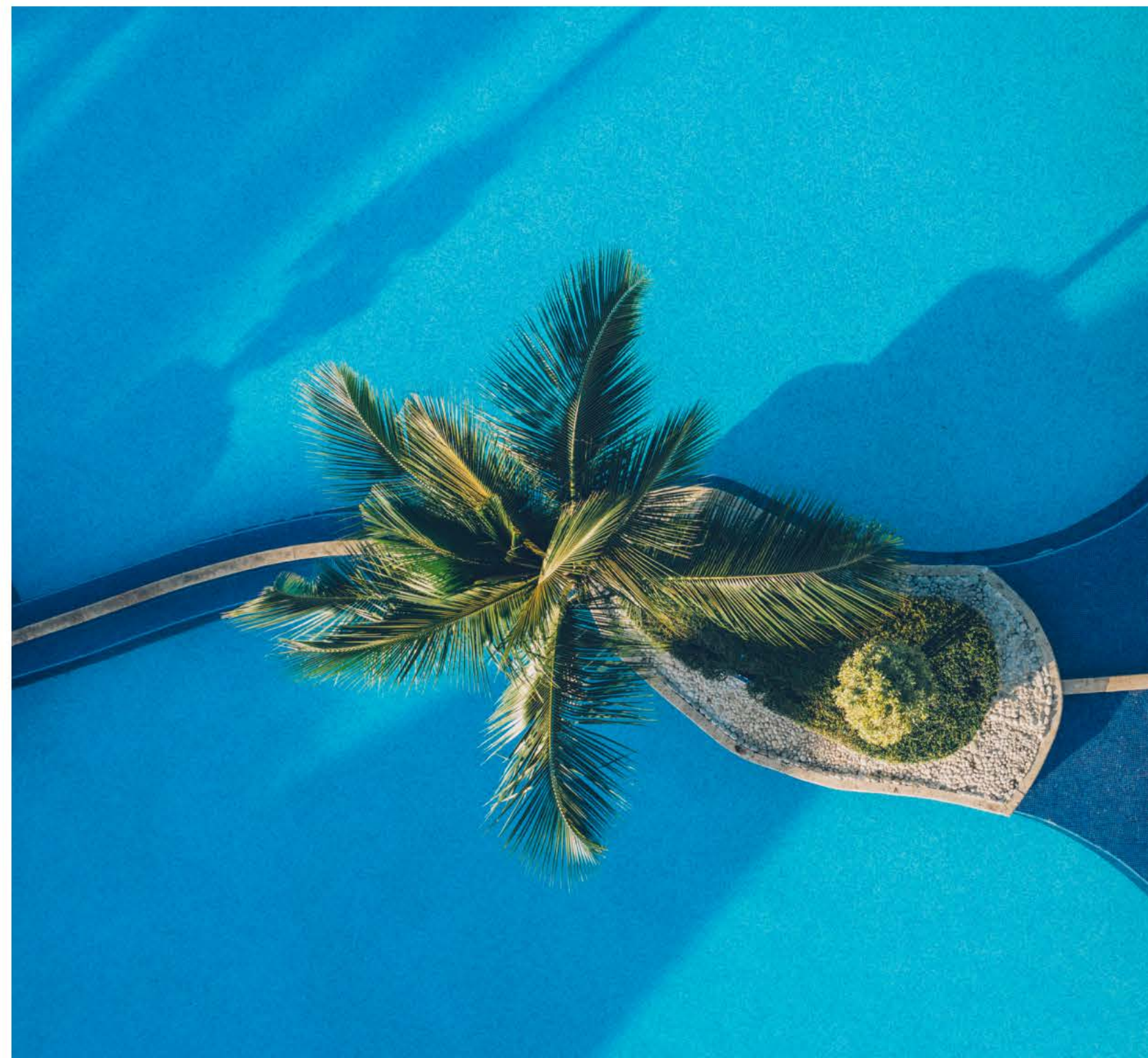
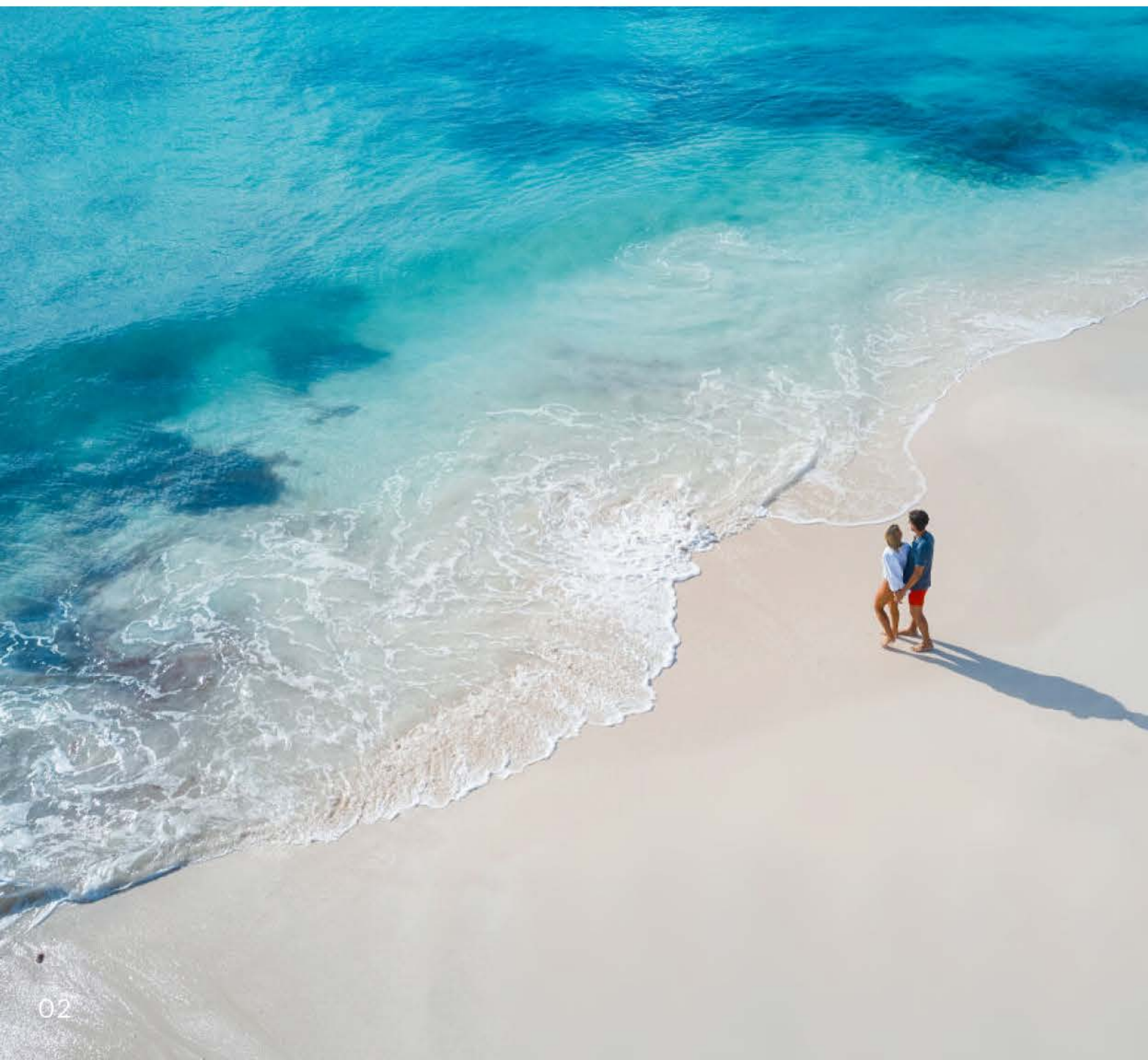
NOVEMBER 2022

IBEROSTAR COZUMEL – MEXICO

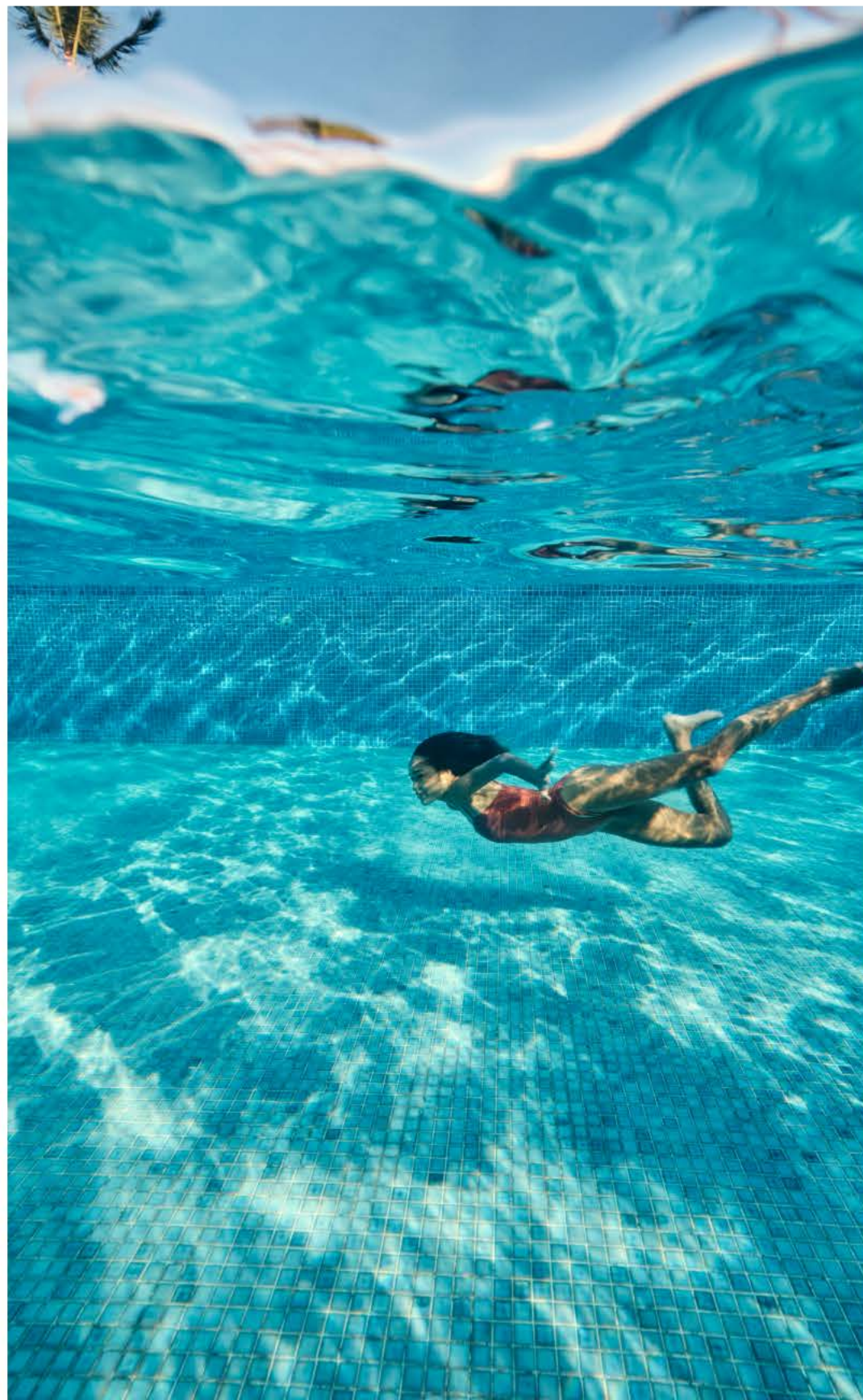
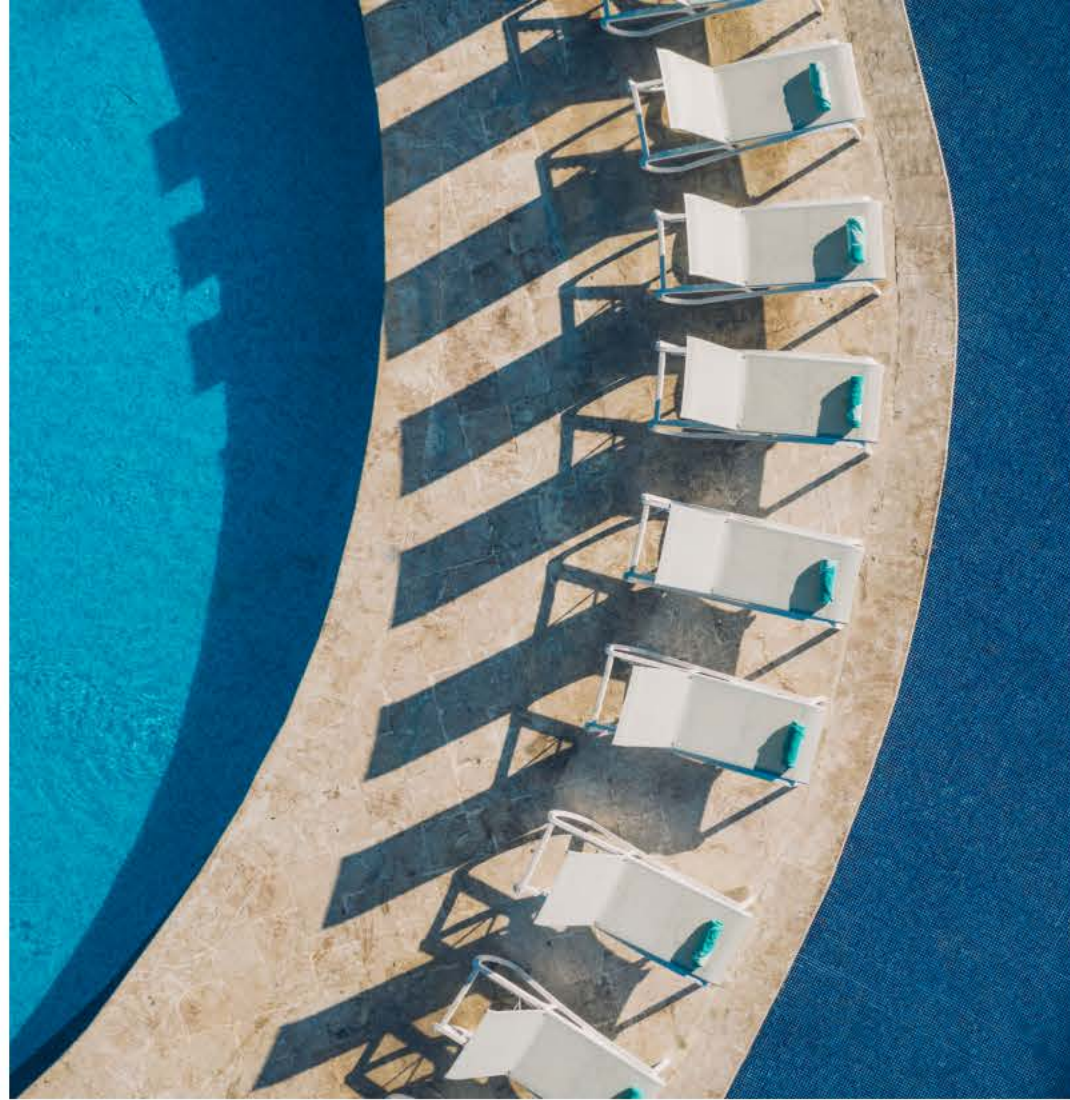
IHG Hotels & Resorts and Iberostar Hotels & Resorts sign a strategic alliance for resort and all-inclusive hotels

We are proud to welcome a selection of properties to IHG under the Iberostar Beachfront Resorts brand, the 18th for IHG. The long-term commercial agreement significantly boosts IHG's footprint in resort and all-inclusive hotels - a large and high-growth market segment.

The portfolio of Iberostar Hotels & Resorts properties, which will come on board in IHG's new *Exclusive Partners* category, will gain access to IHG's enterprise platform, including its distribution channels and 100 million IHG One Rewards loyalty programme members. IHG in turn will increase awareness of its current brands with a new set of travellers, and meet a clear desire from guests and loyalty members for more resort destinations and the option of all-inclusive stays.



FEATURED PROPERTIES
IBEROSTAR GRAND PARAISO - RIVIERA MAYA, MEXICO
IBEROSTAR SELECTION HACIENDA DOMINICUS - BAYAHIBE, DOMINICAN REPUBLIC



MEET IBEROSTAR HOTELS & RESORTS

A heritage of hospitality

This award-winning family-owned Spanish multinational company boasts more than 65 years of experience in the tourism industry and is made up of a global team which includes more than 25,000 people of 95 nationalities.

Based in Palma de Mallorca, Spain, Iberostar Hotels & Resorts has a heritage of hospitality and sustainability and an excellent reputation for operating all-inclusive resorts in outstanding beachfront locations.

Iberostar Hotels & Resorts has received a number of international awards and has been recognised by several high-profile media outlets as being home to some of the best international resorts in the Caribbean, the Americas, Southern Europe and North Africa.



GOLD WINNER
OVERALL-ECO-FRIENDLY "SUSTAINABLE" RESORT/HOTEL
2022



ECO TROPHEA GERMANY
2022



LATIN AMERICA RESPONSIBLE TOURISM AWARD
2022

FEATURED PROPERTIES

IBEROSTAR GRAND PARAISO – RIVIERA MAYA, MÉXICO

IBEROSTAR SELECTION HACIENDA DOMINICUS – BAYAHIBE, DOMINICAN REPUBLIC

An alliance for continued growth



"As we continue to expand the footprint of our world-famous brands, we are always looking at exciting, sustainable growth opportunities in areas that can further enhance our offer for guests and owners. Iberostar has successfully developed a leading presence in beachfront and all-inclusive properties in the Caribbean, Americas, Southern Europe and North Africa over many decades, and we are excited about the opportunities to further grow the brand's footprint together."

KEITH BARR

CEO | IHG HOTELS & RESORTS



"With this agreement, we set the path to continue the outstanding growth that began 40 years ago with the creation of the Iberostar brand and which has positioned us among the top resort brands in the world. The alliance with IHG combines our strengths, represents a decisive step forward in the distribution of Iberostar's beachfront resorts, and reinforces our position as a benchmark in responsible tourism. By working together we will grow our portfolio and we are really looking forward to hosting IHG loyalty members in our collection of premium and luxury beachfront resorts and all-inclusive properties."

SABINA FLUXÁ

VICE-CHAIRMAN AND CEO | IBEROSTAR GROUP

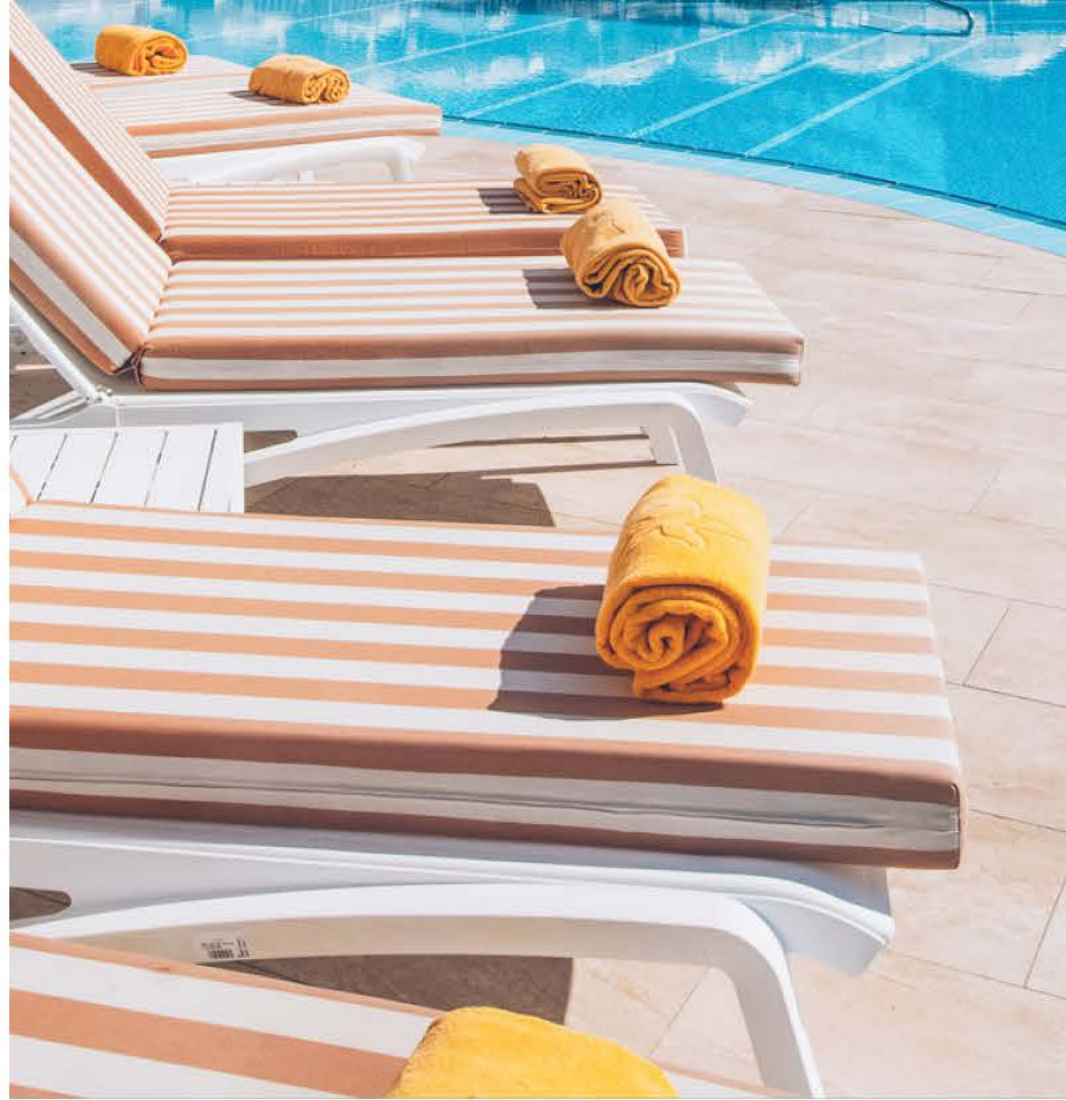


"This strategic alliance will enable Iberostar Beachfront Resorts to benefit from IHG's industry-leading technology, deep skills and global scale. Retaining 100% ownership of Iberostar allows us to continue to generate differentiation in the hospitality industry with a long-term vision for our employees, clients, tour operators, distribution partners and local communities that have been loyal to us during all these years. We will continue to stay true to who we are, preserving our philosophies and values of quality and sustainability."

MIGUEL FLUXÁ

CHAIRMAN | IBEROSTAR GROUP



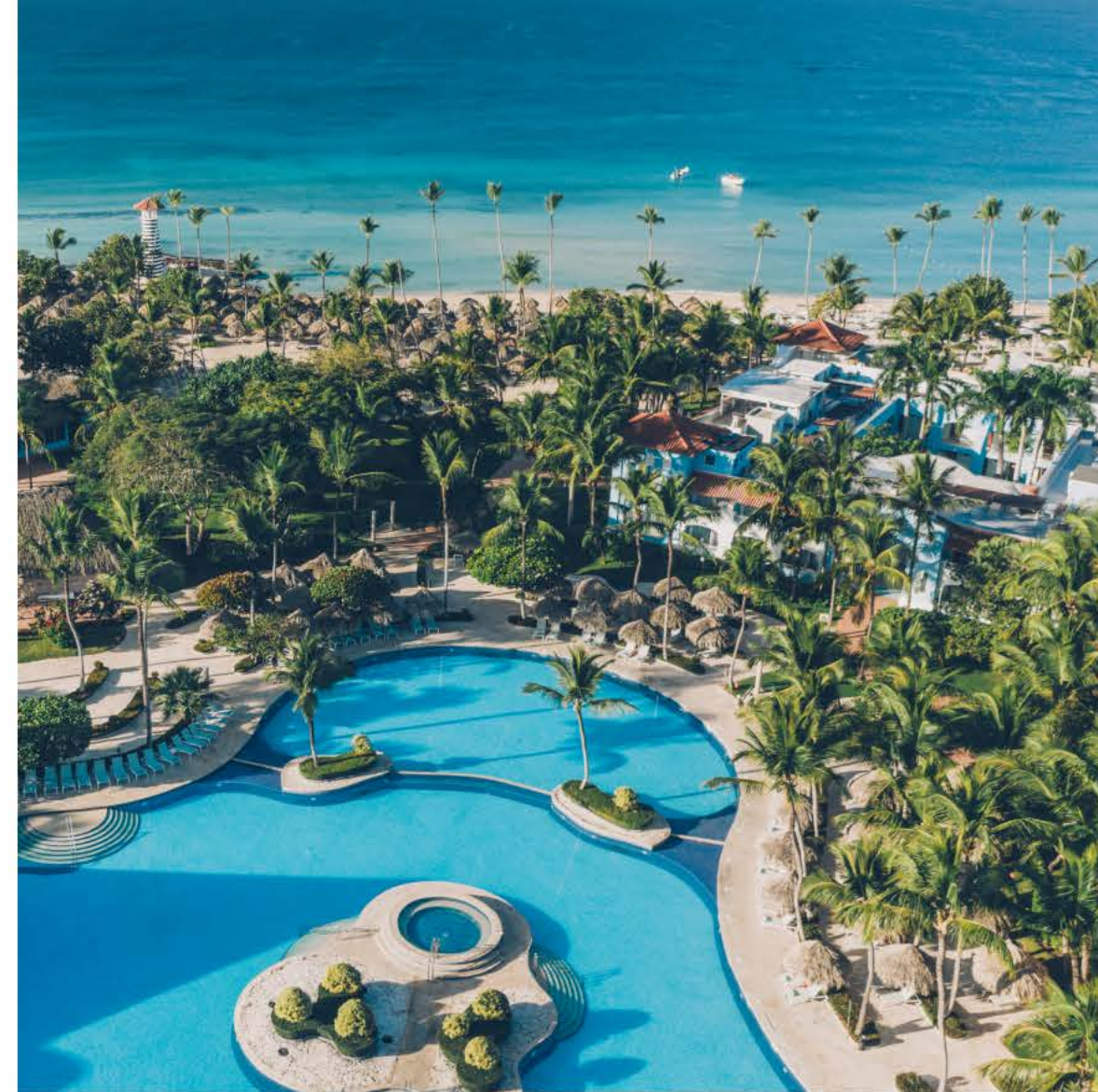


DESTINATIONS

Guests can expect extraordinary experiences

IHG guests will be able to enjoy memorable stays in award-winning hotels in Iberostar Hotels & Resorts destinations, including Mexico, the Dominican Republic, Jamaica, Brazil, the Canary Islands, as well as further properties in Spain, Southern Europe, and North Africa. These will be in addition to IHG's existing 260 resort properties across the Six Senses, Regent, InterContinental, Kimpton, Vignette Collection, voco, Hotel Indigo, Crowne Plaza, Holiday Inn and Holiday Inn Club Vacations brands.

FEATURED PROPERTIES
IBEROSTAR SELECTION ANTHELIA – COSTA ADEJE, TENERIFE, SPAIN
IBEROSTAR SELECTION HACIENDA DOMINICUS – BAYAHIBE, DOMINICAN REPUBLIC



RIVIERA MAYA, MÉXICO

Iberostar Grand Paraiso

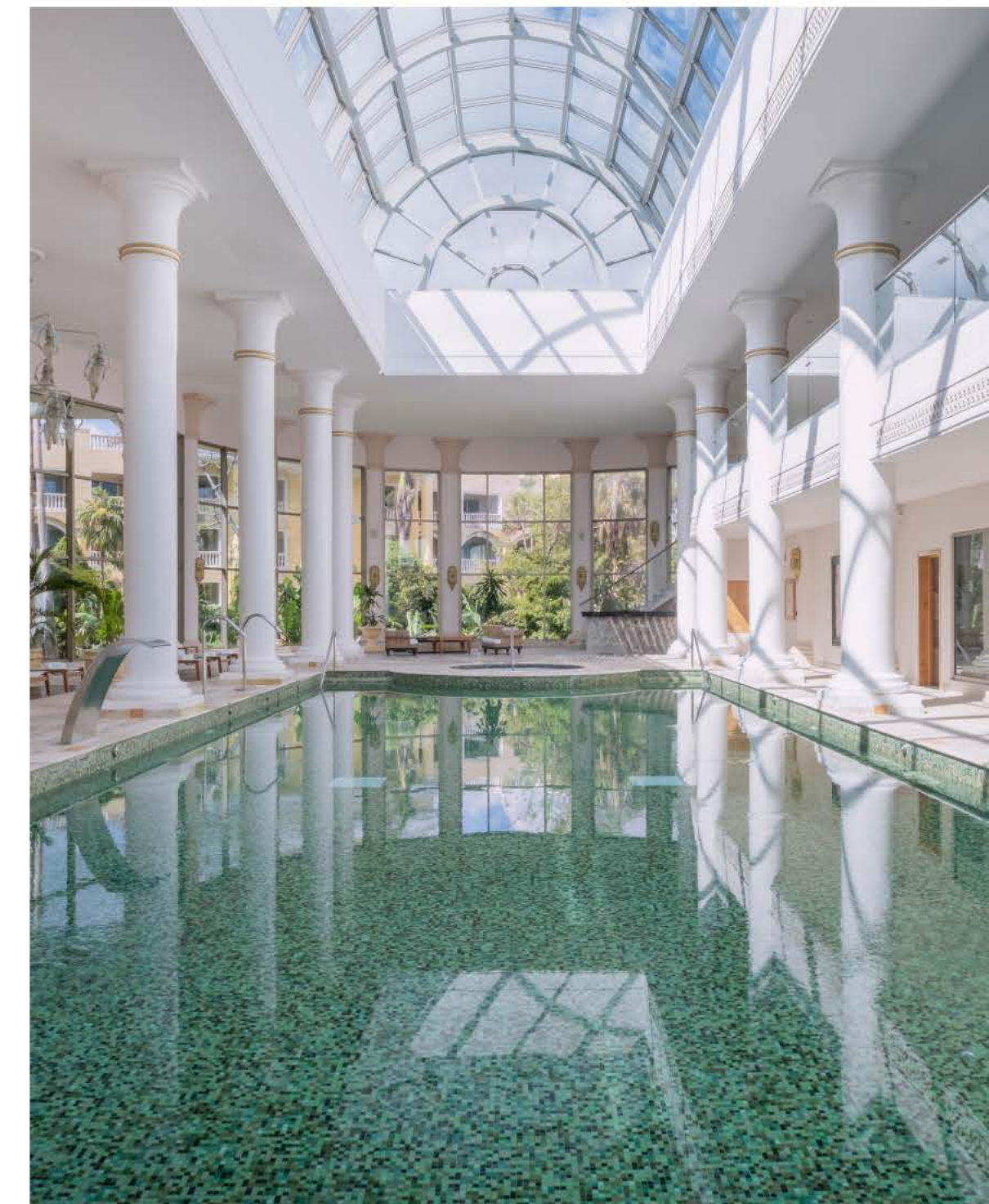
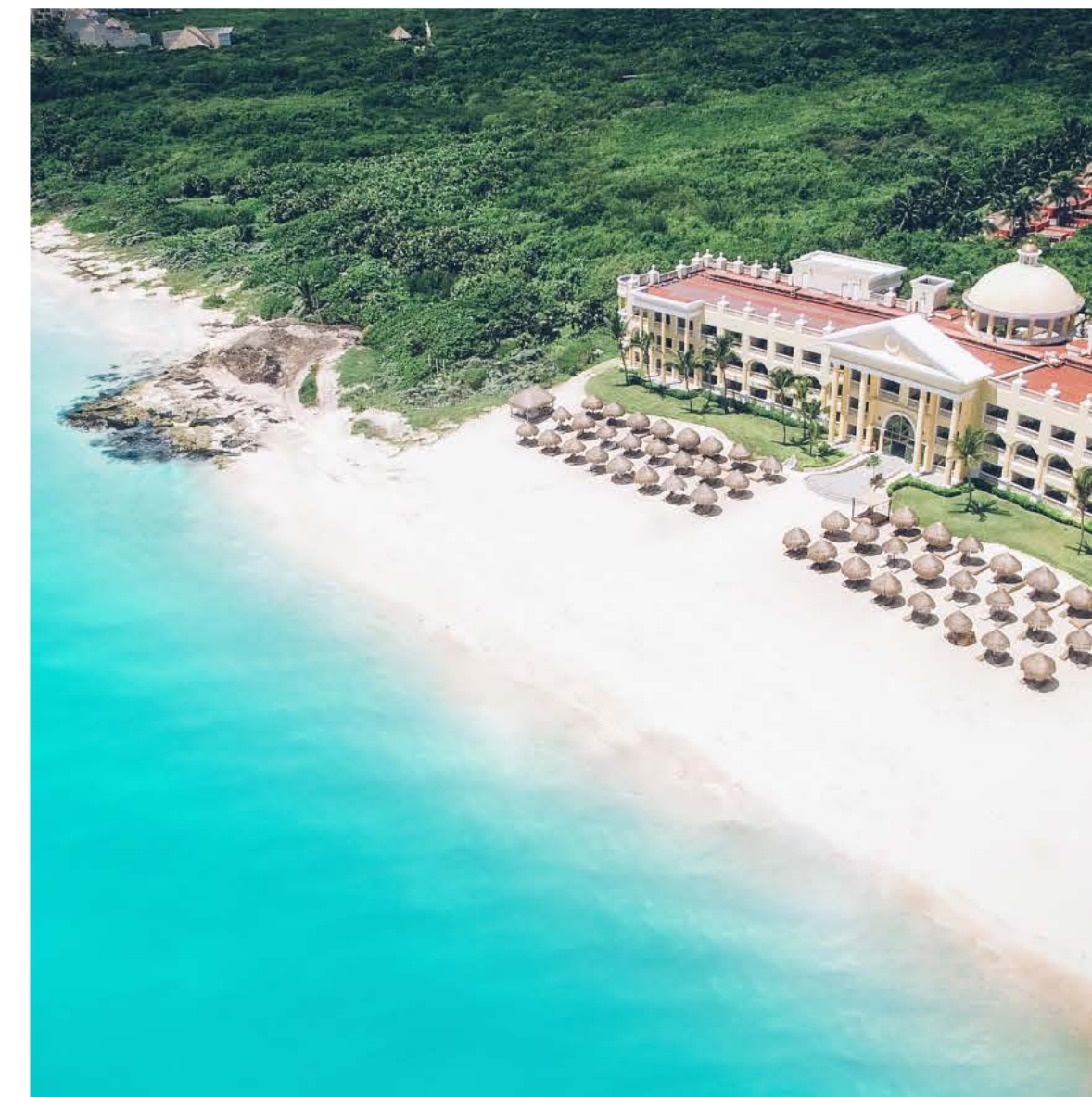
A jewel set in the heart of the Mayan Riviera, this elegant hotel was designed with adults in mind. It boasts a stunning beachfront location, superb architectural features, spacious suites and a chance to experience Iberostar Beachfront Resorts' Aliveness — a wellness programme where guests can get in touch with their surroundings, nature and themselves. They can also treat themselves to relaxing spa sessions, healthy local and international dishes, and active pursuits including golf, tennis, swimming and sailing.



BAYAHIBE, DOMINICAN REPUBLIC

Iberostar Selection Hacienda Dominicus

Located in the charming fishing village of Bayahibe, this five-star hotel is perfectly placed for guests to enjoy the area's spectacular beaches and coral reefs. Boasting colonial architecture and stunning gardens, there's fun for the whole family, including a splash pool, Star Camp kids' club and an array of dining options across five speciality restaurants to suit all tastes.





COSTA ADEJE, TENERIFE, SPAIN

Iberostar Selection Anthelia

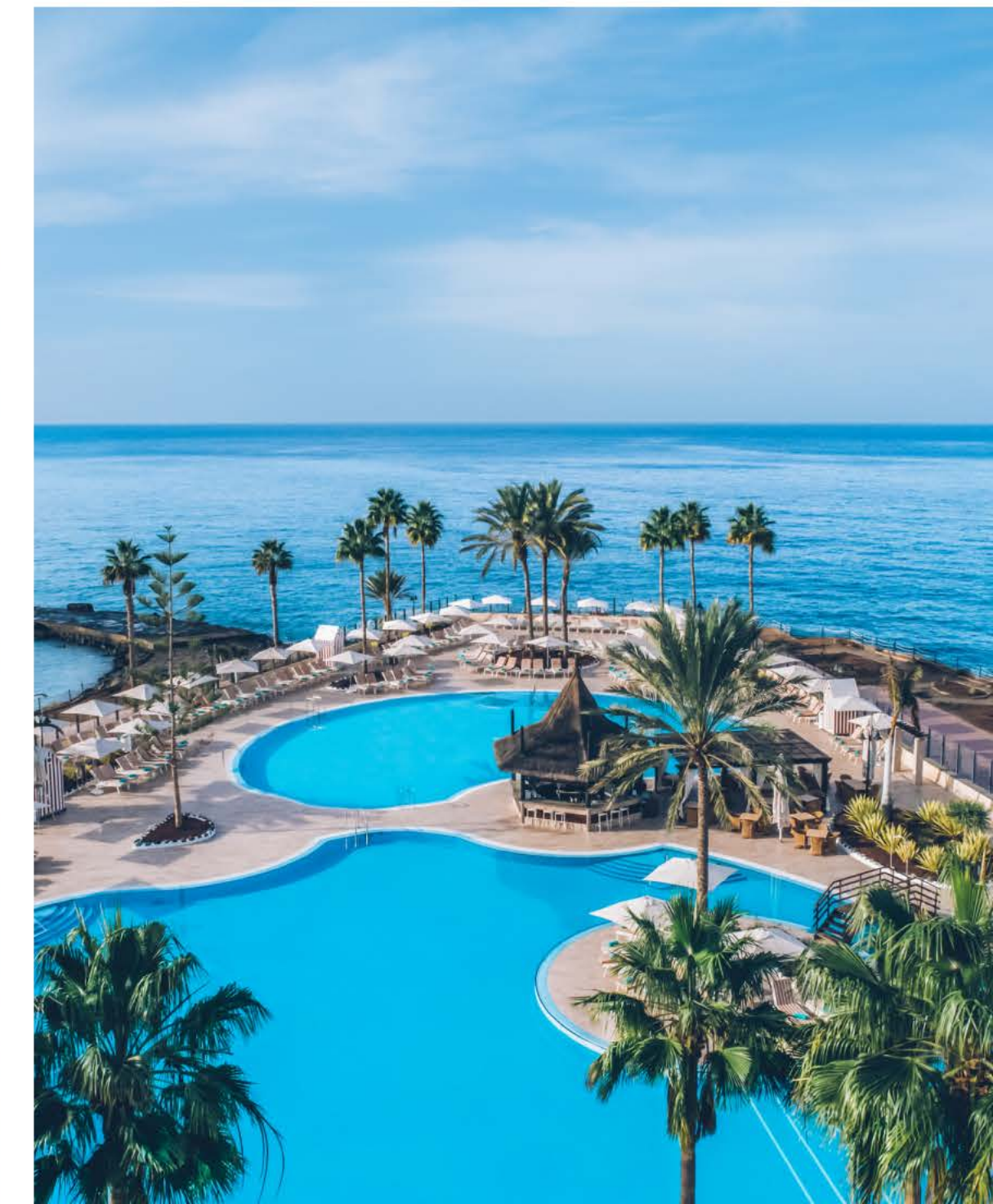
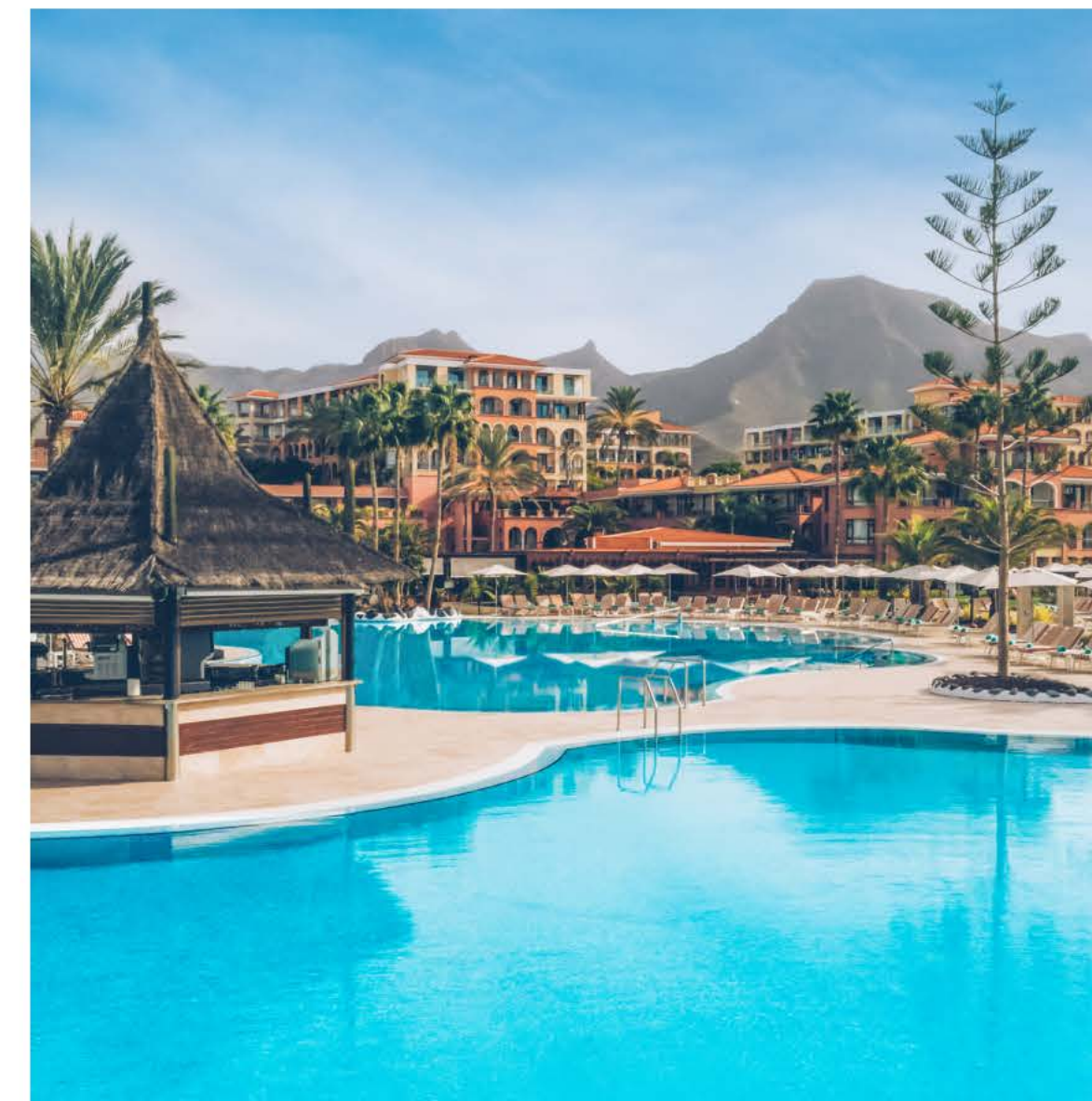
A family favourite, it's the fantastic facilities that first grab your attention at this stunning all-inclusive five-star hotel. With specially designed rooms and a pirate-ship-themed swimming pool for children, along with a fabulous array of restaurants and a state-of-the-art spa for adults, there really is something for everyone. Surrounded by lush, exclusive gardens opposite Fañabé Beach, its dreamy location ensures a blissful stay.



MONTEGO BAY, JAMAICA

Iberostar Grand Rose Hall

The perfect beachfront, adults only getaway, Iberostar Grand Rose Hall in Montego Bay provides butler service for the warmest of welcomes and an incredibly luxurious experience. Guests can sample fabulous food and drink across five restaurants and four bars — including a swim-up bar — spoil themselves with a sensational spa session or feel the relaxing vibes on the white-sand beaches south of the island.





SUSTAINABILITY

Joining forces for responsible tourism

Both IHG and Iberostar Hotels & Resorts are businesses shaped by strong values and a passion for sustainability and responsible tourism. Iberostar Hotels & Resorts was the first hotel chain to remove single-use plastic amenities from all its hotels worldwide. Its pioneering *Wave of Change* movement focuses on moving towards a circular economy, promoting the responsible consumption of seafood, and improving coastal health. Iberostar Hotels & Resorts' ambitious, industry-leading environmental goals include becoming waste-free and 100% responsible in its seafood consumption by 2025, as well as carbon neutral by 2030, 20 years earlier than the tourism sector's global goal.

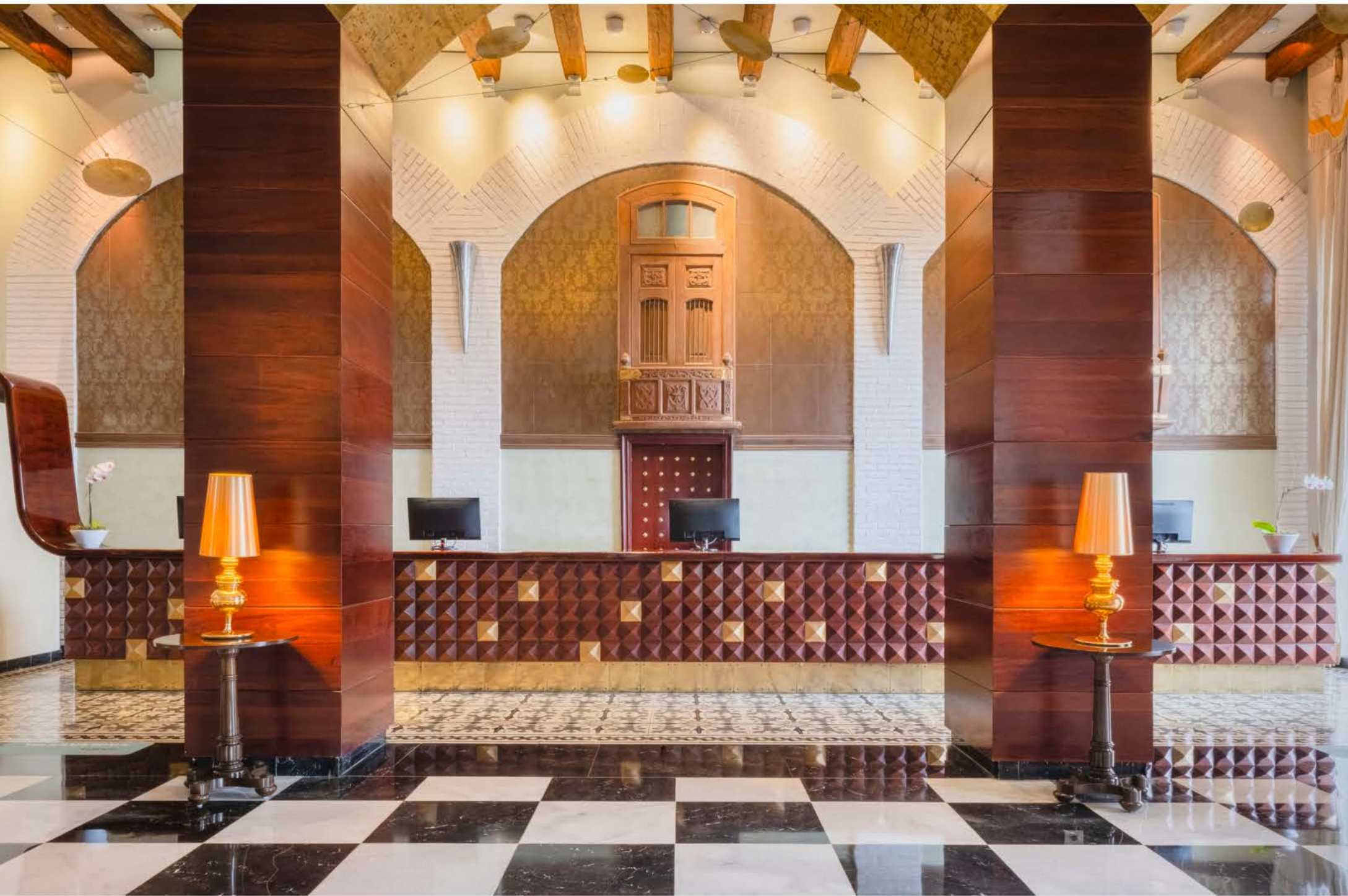
As part of the agreement, IHG will work with Iberostar Hotels & Resorts to create opportunities for joint sustainability initiatives that align with IHG's 2030 *Journey to Tomorrow* responsible business plan.





Further details

- The agreement gives IHG a licence to the Iberostar Beachfront Resorts brand. The agreement has an initial term of 30 years and the option to renew for additional terms of 20 years upon mutual agreement. Through this strategic alliance, Iberostar will retain 100% ownership, preserving its autonomy and values.
- The agreement will add up to 24.3k rooms across 70 properties to IHG's system over the next two years. Of these, 27 properties (8.2k rooms) still require additional approvals from third parties in order to join IHG. The total of up to 70 properties would be equivalent to growth of 2.8% on IHG's global estate of 880.3k rooms at the start of 2022.
- The first properties set to join the IHG system this December will give IHG guests increased choice in sought-after locations including Mexico, the Dominican Republic, Jamaica, Brazil and the Canary Islands (Spain). Further properties in Spain and other popular resort destinations in Southern Europe and North Africa are anticipated to join IHG's system over the course of 2023 and 2024.
- The 70 properties are all beachfront resorts. They exclude Iberostar's other operations, such as its smaller portfolio of urban hotels, and also exclude Iberostar's interests in Cuba.
- A pipeline of six further Iberostar Beachfront Resorts properties, representing ~3k rooms, is also expected to be added to IHG's pipeline. This pipeline will increase as IHG and Iberostar work together to grow the brand's footprint through the long-term commercial agreement.
- The Iberostar Beachfront Resorts brand will be included in a new *Exclusive Partners* category in IHG's brand portfolio, which will sit alongside its Suites, Essentials, Premium and Luxury & Lifestyle categories.
- The total gross revenue of the existing portfolio of 70 hotels was approximately \$1.3bn in 2019, equivalent to growth of over 4% on IHG's \$27.9bn of total gross revenue. Under the agreement, IHG will receive marketing, distribution, technology and other fees in a manner similar to its existing asset light model.
- By 2027, representing year five of the agreement, annual revenue recognised within IHG's fee business is expected to be in excess of \$40m, with a broadly similar amount additionally recognised within System Fund revenues.



FEATURED PROPERTIES
 IBEROSTAR GRAND PARAISO – RIVIERA MAYA, MÉXICO
 IBEROSTAR GRAND ROSE HALL – MONTEGO BAY, JAMAICA
 IBEROSTAR SELECTION HACIENDA DOMINICUS – BAYAHIBE, DOMINICAN REPUBLIC

IHG[®]

HOTELS & RESORTS



REGENT



KIMPTON
HOTELS & RESTAURANTS

VIGNETTE
COLLECTION

HOTEL
INDIGO

VOCO

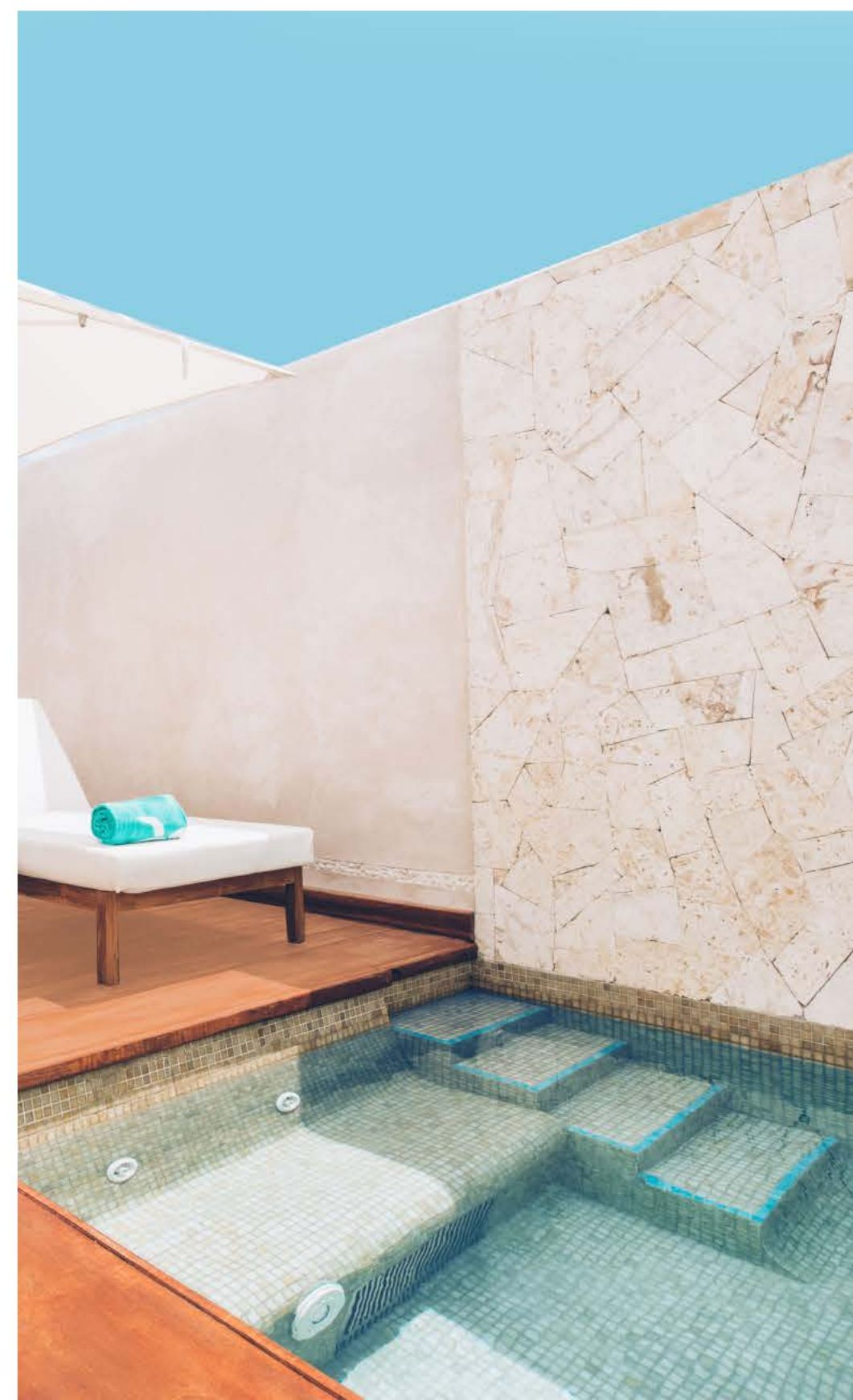
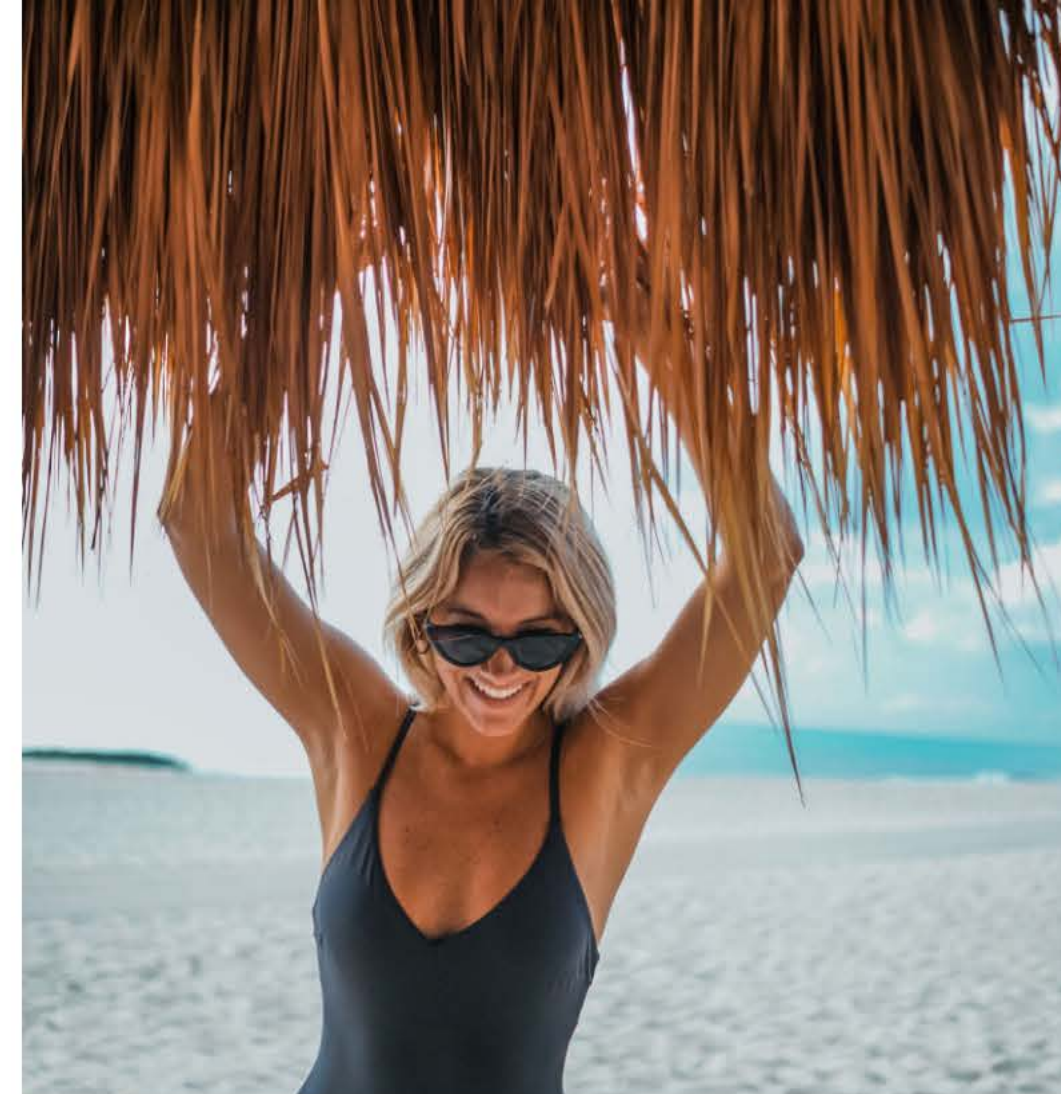


ATWELL
SUITES



IHG  ONE
REWARDS

18 HOTEL BRANDS. 6,000 GLOBAL DESTINATIONS. ONE LOYALTY PROGRAMME.



FEATURED PROPERTIES

IBEROSTAR SELECTION ANTHELIA – COSTA ADEJE, TENERIFE, SPAIN

IBEROSTAR GRAND PARAISO – RIVIERA MAYA, MÉXICO

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