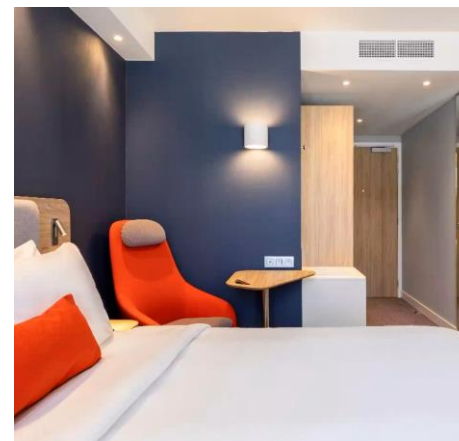
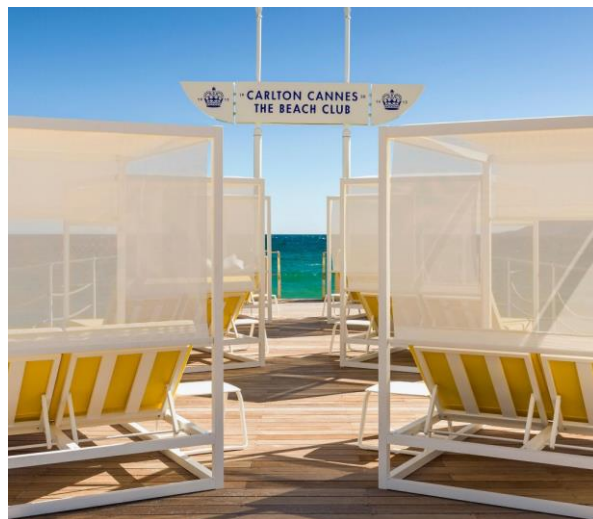


# IHG<sup>®</sup>

HOTELS & RESORTS



# Investor Presentation

September 2023

A global hospitality leader with **6,200+ open hotels**  
and a further **1,900+ in the pipeline;**  
driven by clear purpose, ambition, strategy and priorities

### Our Purpose

True Hospitality for Good.

### Our Ambition

To deliver industry-leading growth in our scale, enterprise platform and performance, doing so sustainably for all stakeholders including our hotel owners, guests and society as a whole.

### 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 retains and attracts the best people and embraces opportunities to positively impact the world around us.

### Our Priorities



Build loved  
and trusted  
**BRANDS**



**CUSTOMER**  
centric in all  
we do



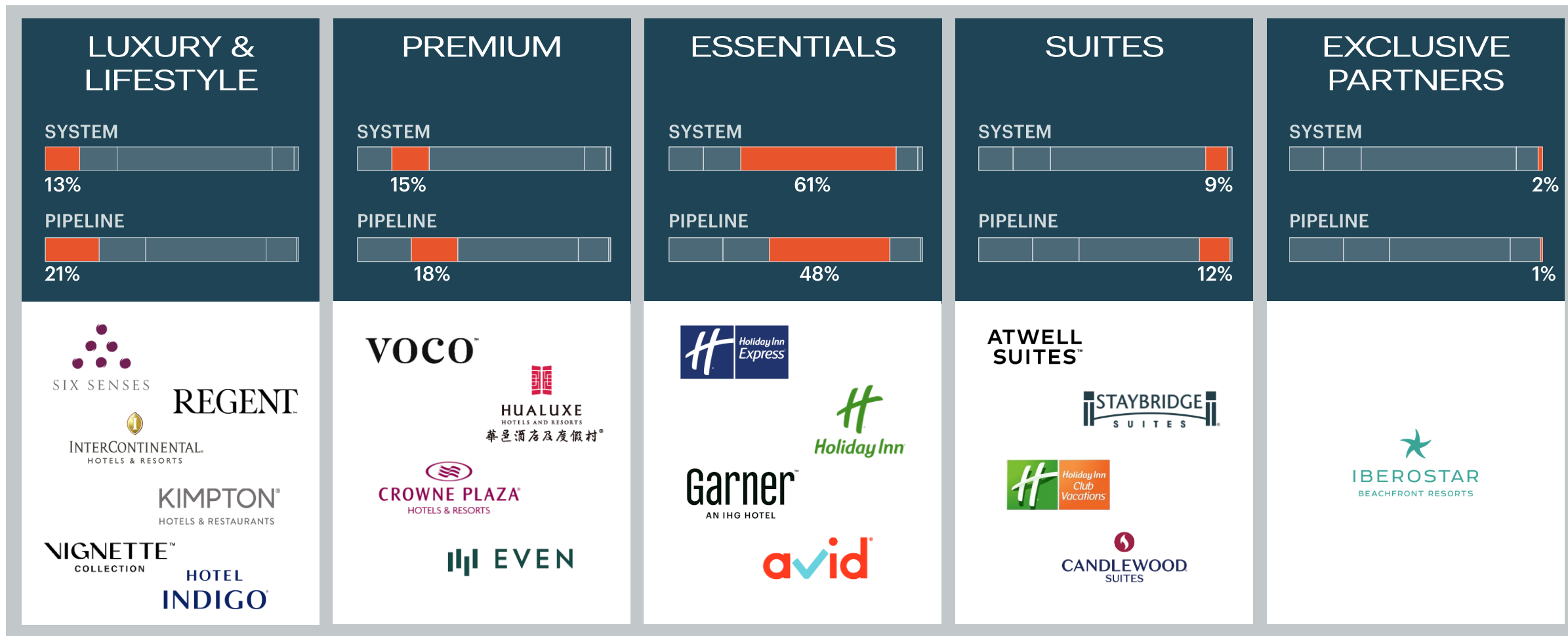
Create  
**DIGITAL**  
advantage



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

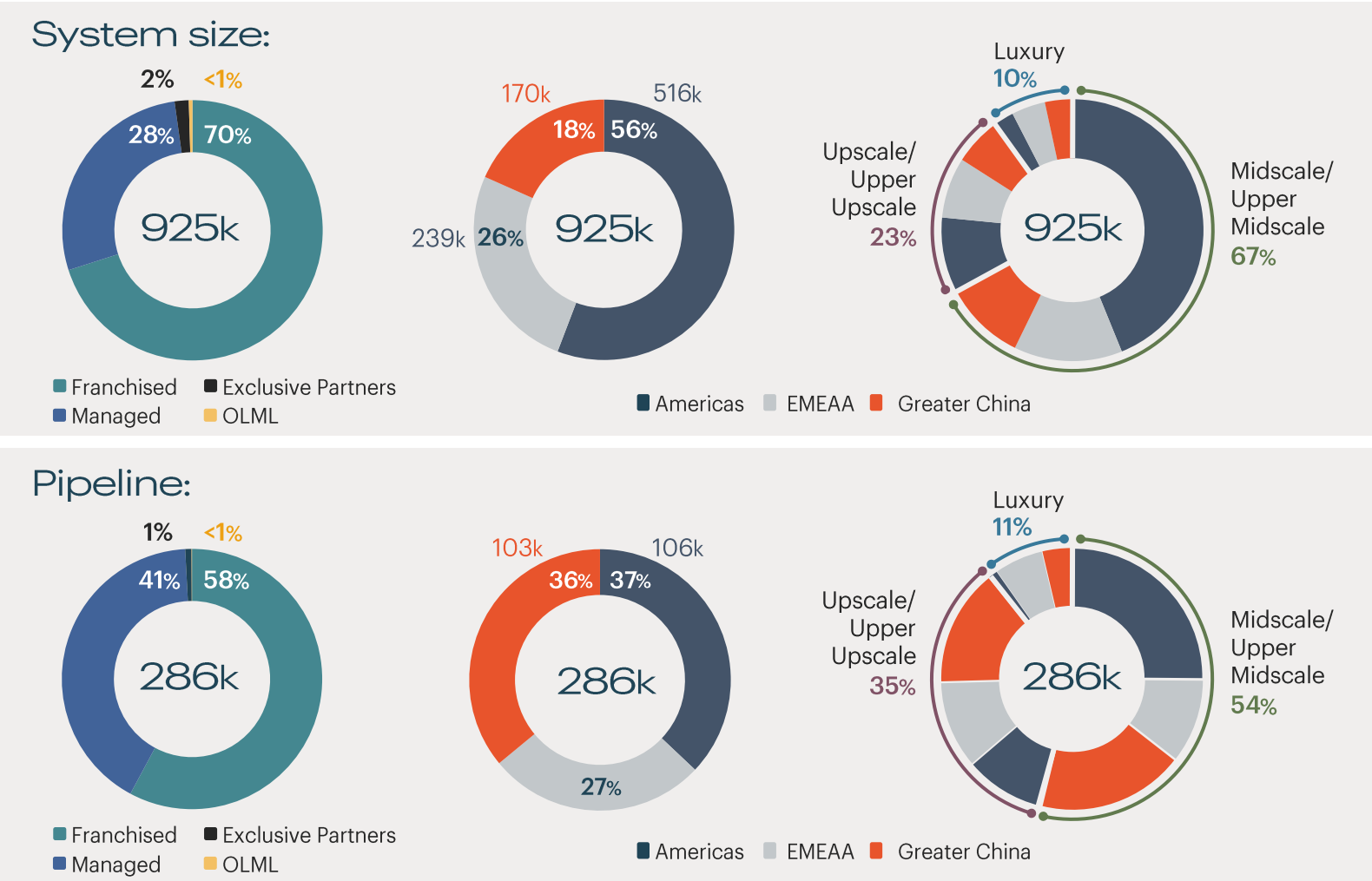
# Strong portfolio of 19 preferred brands across chain scales

Having added eight brands to our portfolio since 2017

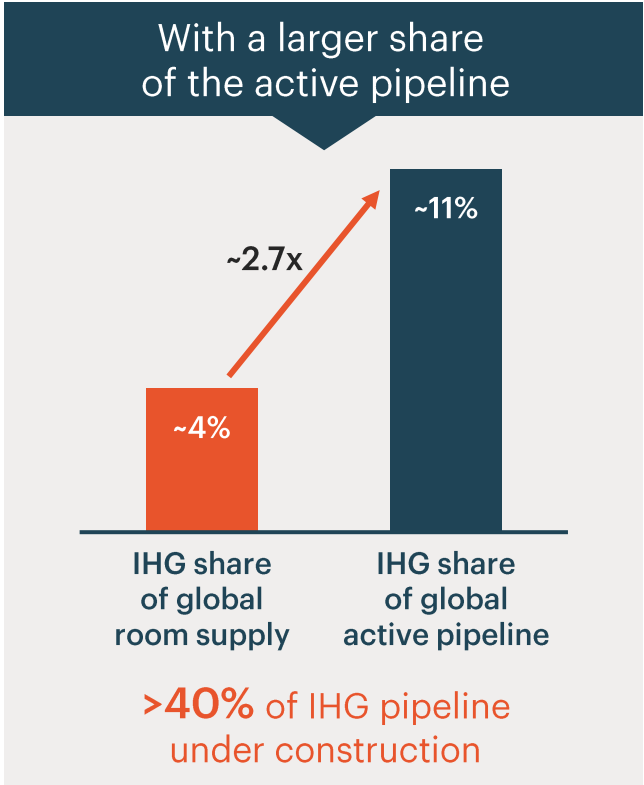


# Asset light, mainly franchised, and geographically diverse

## System size and pipeline

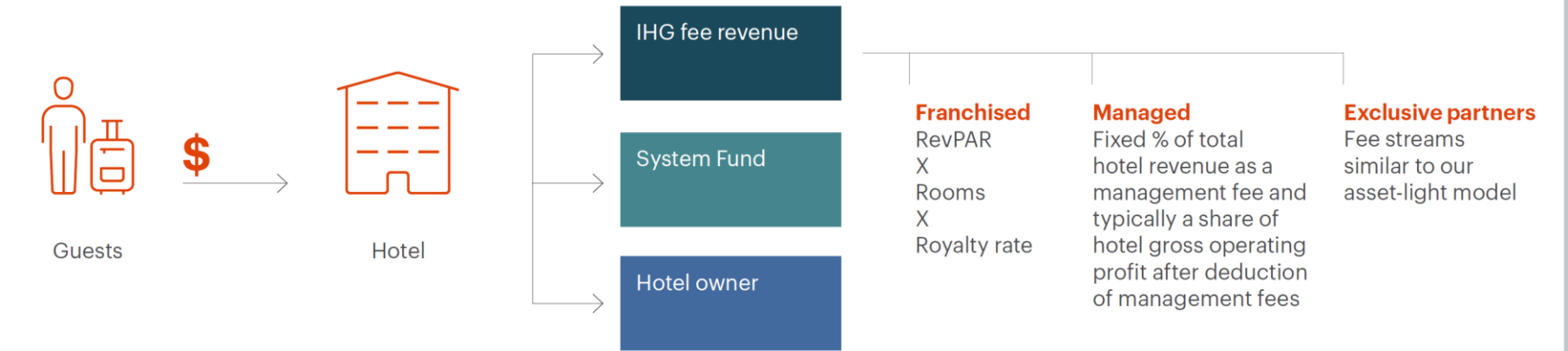


Strong competitive position in an industry where branded players are gaining market share

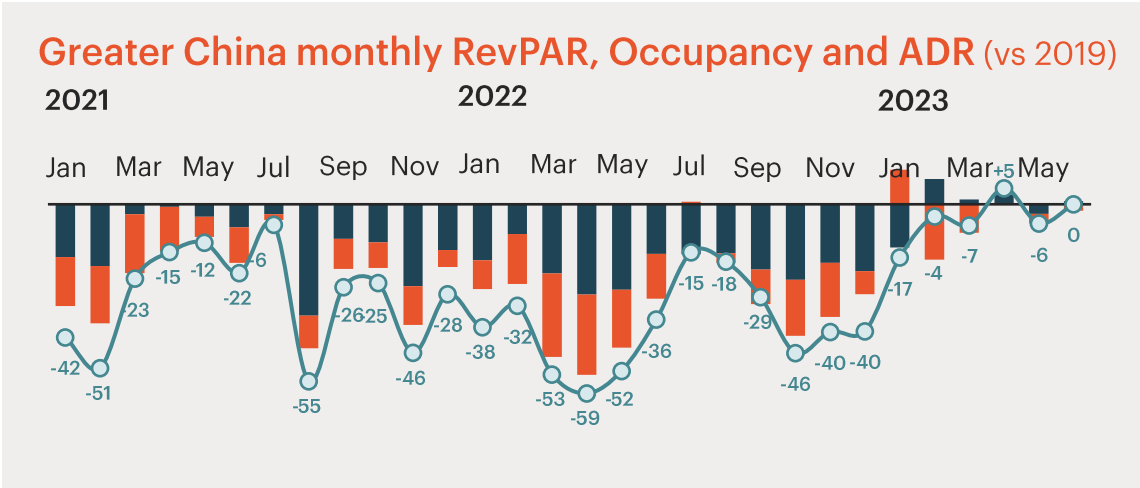
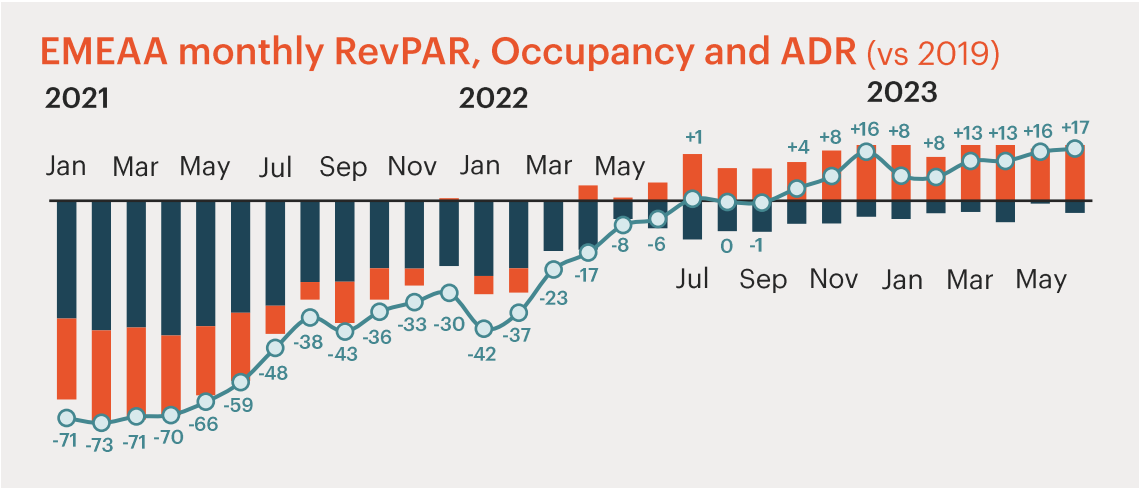
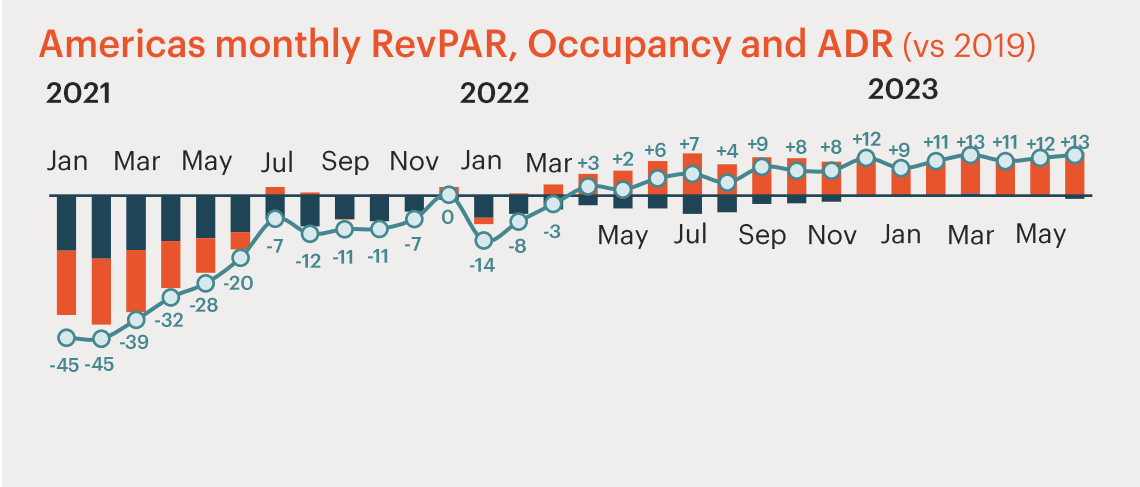
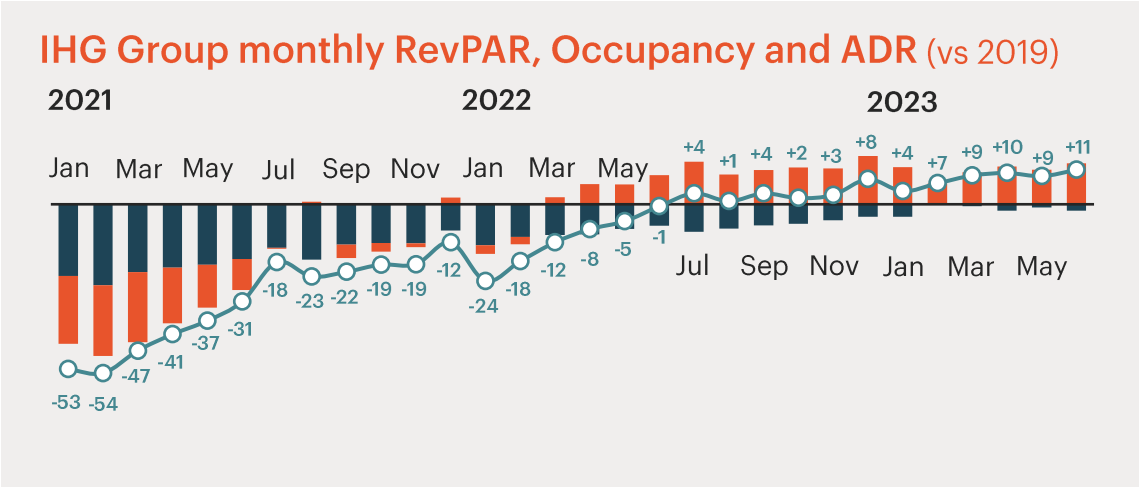


# Our asset light business model

|                                                                                                                                     |                                                                                                                                                                                                                                         |                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                             |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>Franchised</b><br/><b>70%</b></p> <p><b>Fee revenue:</b></p> <p><b>Royalty Fee:</b><br/>fixed percentage of rooms revenue</p> | <p><b>Managed</b><br/><b>28%</b></p> <p><b>Fee revenue:</b></p> <p><b>Base Management Fee:</b><br/>fixed percentage of total hotel revenue</p> <p><b>Incentive Management Fee:</b><br/>based on hotel’s profitability or cash flows</p> | <p><b>Exclusive Partners</b><br/><b>2%</b></p> <p><b>Fee revenue:</b></p> <p>We receive marketing, distribution, technology and other fees for providing access to our enterprise platform.</p> | <p><b>Owned, Leased &amp; Managed Lease</b><br/><b>&lt;1%</b></p> <p>We record the entire revenue and profit of the hotel in our financial statements.</p> <p>This ‘asset heavy’ element of IHG’s estate has reduced from &gt;180 hotels 20 years ago, to 17 hotels as of 30 June 2023.</p> |
|-------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|



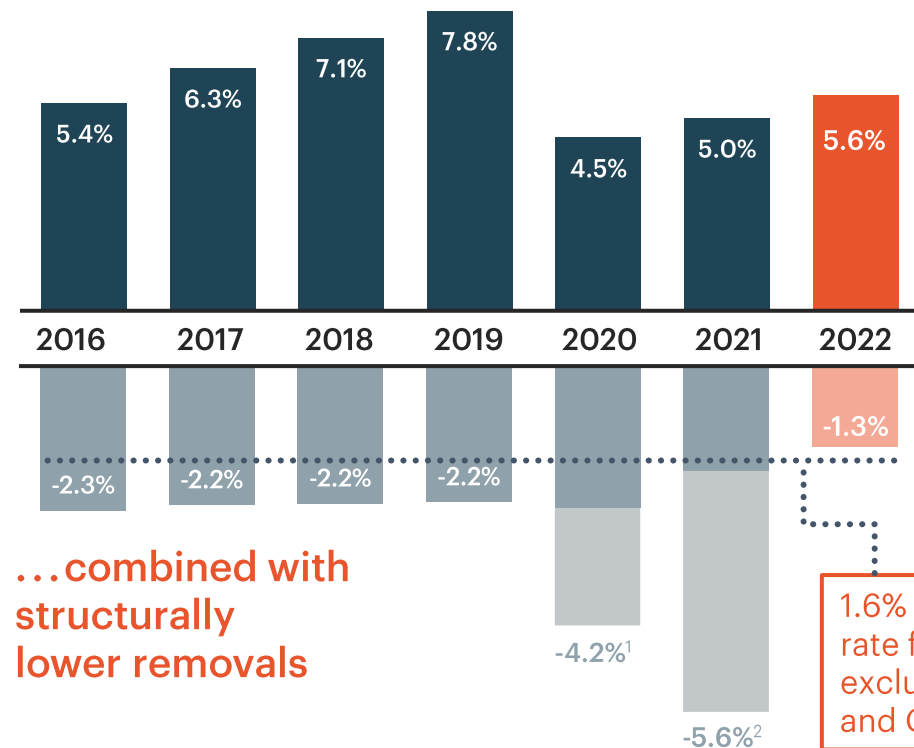
# RevPAR, occupancy and ADR recovery across regions



Note: from January 2023, RevPAR growth definition has reverted back to pre-Covid comparability definitions.

# Net system size growth delivered through strength of brands and enterprise platform

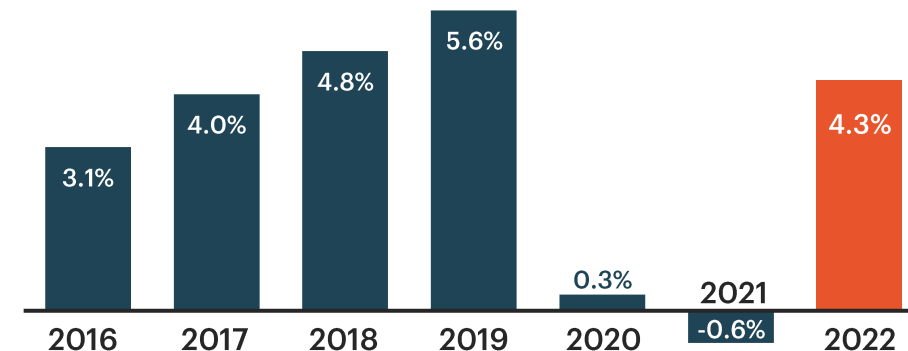
## Improvement in gross openings ...



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

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

## ...resulting in stronger net system size growth

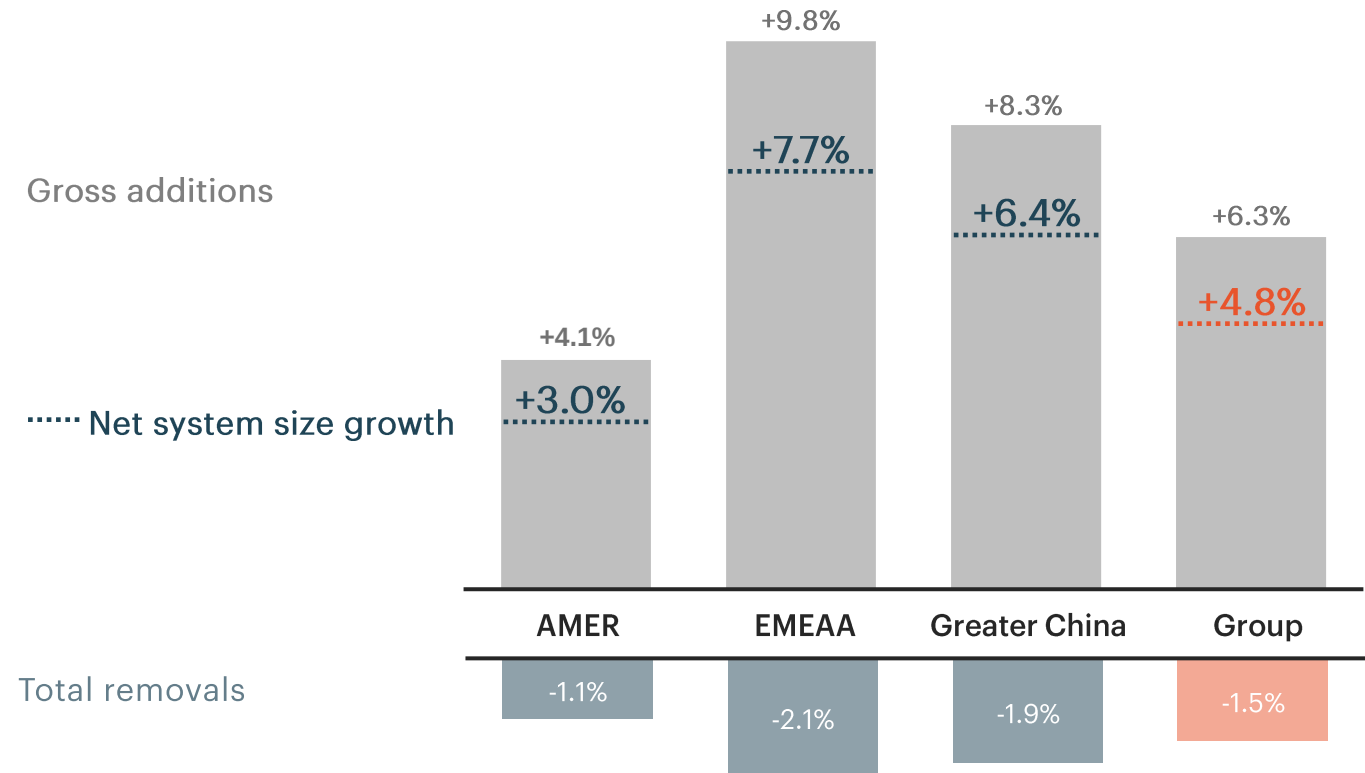


## Future growth underpinned by:

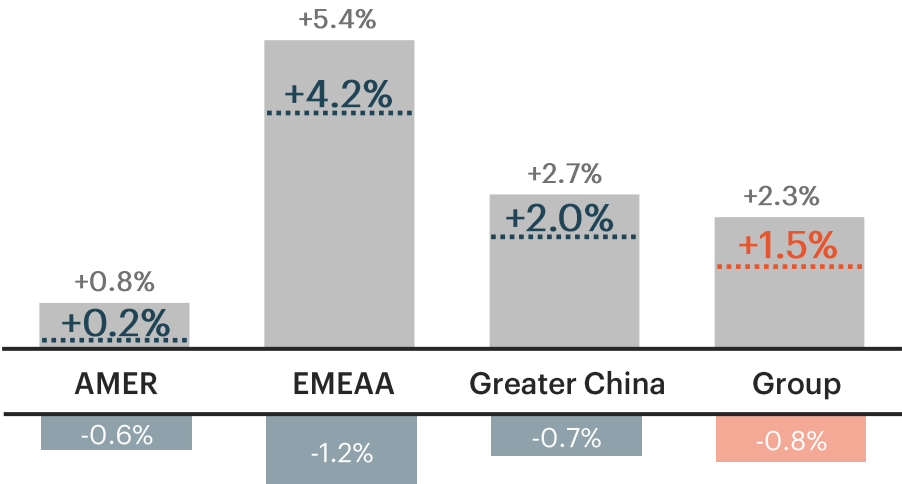
- >40% pipeline under construction
- Healthy volume of deal discussions across regions
- Compelling owner offer with a complete brand portfolio across chainscales and global reach
- Strength of enterprise platform accelerating conversion opportunities and Exclusive Partner discussions to add further high-quality fee streams

# Net system size growth of +4.8% YOY; delivered through strength of brands and enterprise platform

Net System Size Growth (YOY)



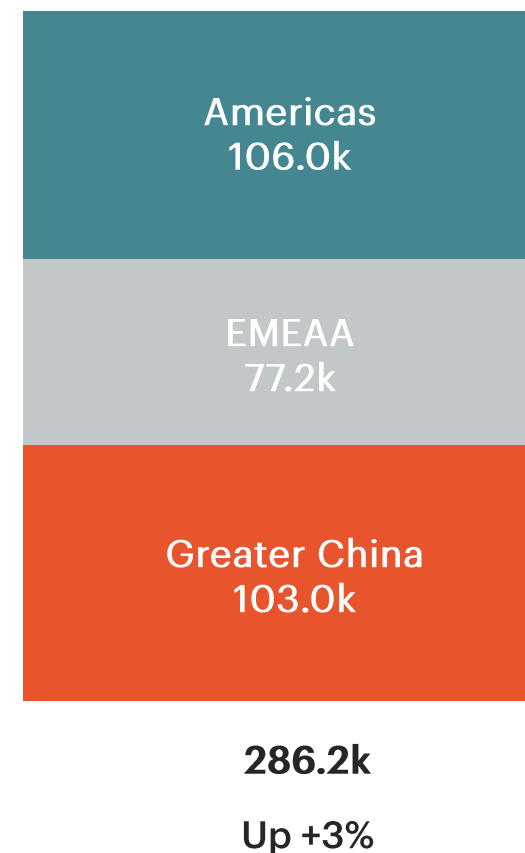
Net System Size Growth (YTD)



# Signings up +11%; development activity robust

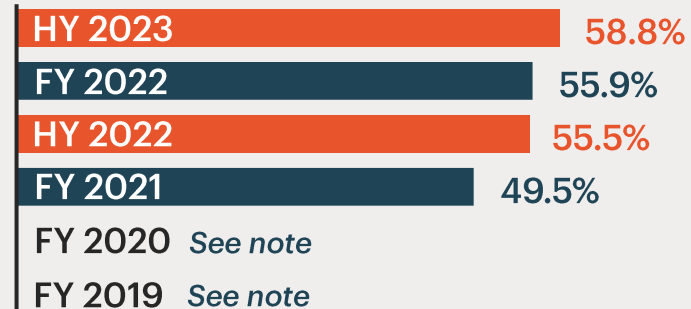
|               | Q1 Signings  | Q2 Signings  | HY Signings  |
|---------------|--------------|--------------|--------------|
| Americas      | 5.4k         | 7.9k         | 13.3k        |
| EMEA          | 5.2k         | 4.8k         | 10.0k        |
| Greater China | 5.9k         | 5.0k         | 10.9k        |
| <b>TOTAL</b>  | <b>16.5k</b> | <b>17.7k</b> | <b>34.2k</b> |
| vs 2022       | Down -1%     | Up +25%      | Up +11%      |

Pipeline at  
30 June 2023



# Fee margin 330bps ahead of HY 2022, driven by recovery in EMEAA and Greater China

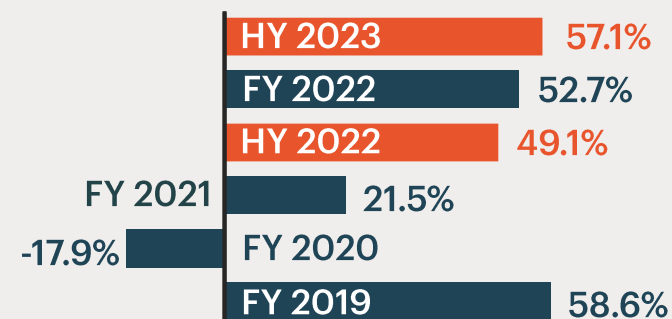
## TOTAL IHG



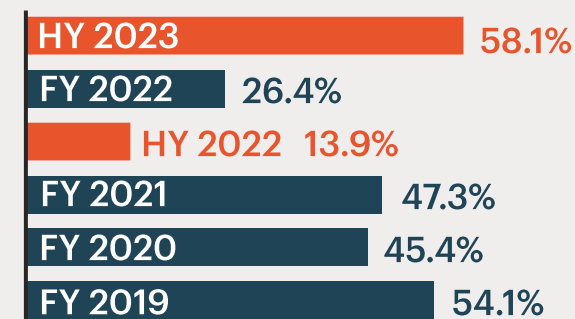
## Americas



## Europe, Middle East, Asia and Africa



## Greater China



Notes: Fee margin excludes owned, leased and managed lease hotels, and significant liquidated damages. It is stated at AER. HY 2022 has been re-presented for the adoption of IFRS 17 'Insurance Contracts' (to 55.5% from 55.9%) as has FY2022 (to 55.9% from 56.2%) and FY 2021 (to 49.5% from 49.6%). FY 2020 and FY 2019 have not been re-presented for IFRS 17, and were previously reported as 34.1% and 54.1%, respectively.

# HY 2023

A strong first half across financial results, openings and signings; demonstrates the enduring strength and attractions of our business model

## RevPAR

- H1 global RevPAR **+24% YOY; +8.7% vs '19**
- Q2 global RevPAR **+17% YOY; +9.9% vs '19**
- H1 global ADR **+7% YOY; +11% vs '19**
- H1 occupancy **+9%pts YOY; (1.3)%pts vs '19**

## System Size

- System **925k** rooms (6,227 hotels)
- **+6.3% gross system growth YOY; +4.8% net system growth YOY**
- Opened **21.0k** rooms (108 hotels) **+40% vs H1 '22**
- Signed **34.2k** rooms (239 hotels) **+11% vs H1 '22**

## Profit and Earnings

- **58.8%** fee margin<sup>1</sup>, **+3.3%pts**
- **\$479m** EBIT<sup>2</sup>, **+27%**
- **\$996m** EBITDA<sup>1,2</sup> (LTM), **+23%**
- **182.7¢** Adjusted EPS<sup>1</sup>, **+50%**

## Capital Returns

- **\$277m** FCF<sup>1,2</sup> (\$142m in H1 '22)
- Leverage ratio of **2.3x**
- Current **\$750m** share buyback programme **47%** complete
- **48.3¢** interim DPS, **+10%**
- **\$1bn** of capital to be returned in 2023; **>8%** of current market cap

## Driving future system growth

- **Pipeline 286k** rooms, **+3% YOY**, and represents **>30%** of current system size
- Continued growth of **Luxury & Lifestyle** portfolio; now **13%** of our estate and **21%** of pipeline, approaching twice the size of five years earlier
- **Conversions 36%** of signings and **42%** of openings in H1 2023
- **New midscale conversion brand** launching, with strong interest from owners already expressed

1. Definitions for non-GAAP measures can be found in the 'Use of key performance measures and non-GAAP measures' section of the results announcement, along with reconciliations of these measures to the most directly comparable line items within the Financial Statements

2. EBIT refers to operating profit from reportable segments; EBITDA LTM refers to trailing last twelve months, as calculated for the Group's banking covenants; FCF refers to free cash flow

# An attractive industry and a strong business model that drives growth and shareholder value

## Attractions of our industry



Enduring **structural growth drivers** of expanding GDP, rising middle class, and people's inherent desire to travel and physically interact



Demand strength and resiliency well proven, across both **volume and price**



Long-term **hotel supply growth** reinforced by both **structural growth drivers** and **healthy asset returns for owners**



Leading global hotel brands continue their long-term trend of **taking market share**

## Strengths of IHG business model

**Well-invested portfolio and enterprise platform**

**High-value geographic and chain scale diversification**

**Asset-light, fee-based, mainly franchised**

**Robust pipeline delivering multi-year growth**

**Proven ability to capture structural demand and supply growth**

**Efficient cost base, increasing margins and growing earnings**

**Strong cash conversion and capital allocation**

**Built high barriers to entry**

# \$15bn returned to shareholders since 2003, and our strategy for uses of cash generated remains unchanged

Rolling share buybacks routinely expected to return surplus capital

## 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

As of 30 June 2023: Net debt **\$2,270m** / EBITDA<sup>1</sup> **\$996m** = **2.3x**

IHG announced a \$750m buyback in February 2023 to reset leverage to targeted levels

As of 30 June 2023:

**\$349.5m** repurchased (47% complete)

**5,155,443** shares repurchased

**2.9%** reduction in share count

**Calendar 2023: ~\$250m ordinary dividends + \$750m buyback = ~\$1.0bn or >8% of current market cap**

<sup>1</sup> Trailing twelve months, as calculated for the Group's banking covenants

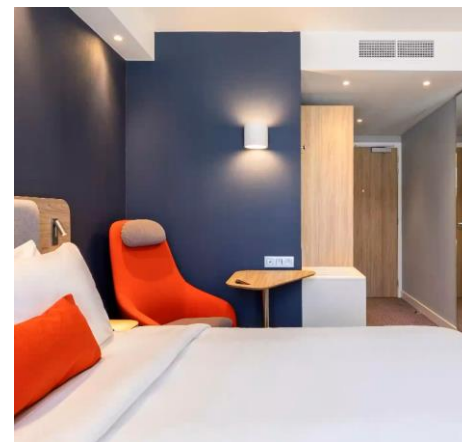
# Conclusions

A well-invested, high-performing business that drives growth and shareholder value

- RevPAR growth **+24%** YOY, **+8.7%** vs 2019
- Gross system growth of **+6.3%** YOY; net system growth of **+4.8%**; pipeline growth of **+2.9%**
- Operating profit from reportable segments **+27%** to **\$479m**; adjusted EPS **+50%**
- Cash generation funding growth investment and **~\$1bn** ordinary dividends + share buybacks in 2023
- **New midscale conversion brand** to launch shortly
- Confident in the strengths of our enterprise platform and the attractive long-term growth outlook

# IHG<sup>®</sup>

HOTELS & RESORTS



## Additional Information

# Contents: Additional Information

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| Page        | 20        | Investing for performance, growth and competitive advantage                   |
| <b>Page</b> | <b>21</b> | <b>Update on Strategic Priorities</b>                                         |
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## Update on Our Industry and IHG's Positioning

# Current industry forces

## Tailwinds

Further recovery in international, corporate and group travel



China re-opening: domestic, inbound, and outbound travel



Trends in working practices: hybrid working, bleisure travel, digital nomads



Full employment; household incomes and savings remain healthy



Lower oil & gas prices, easing supply chain challenges, fading inflation



Supply & demand dynamics support RevPAR growth



## Headwinds



Reduced air travel capacity and high pricing



Macro-economic uncertainties



Availability and cost of financing impacting new hotel development



Availability and cost of labour impacting both development and operations

# Attractive long-term industry growth drivers

- **Demand resiliency** is well proven
  - Industry revenue CAGR of +3.3% from 2000 to 2022
  - Outpaced global economic growth in 18 of last 23 years
- Further **new hotel supply supported** by both **healthy asset returns** and **long-term structural growth drivers**
  - Global net new supply growth CAGR of +2.0% over last decade
- **Leading global hotels brands** expected to continue their long-term trend of **taking market share**
  - Leading 3 have increased combined share of global rooms inventory from ~15% to ~17% over last 5 years
- Improvements in industry demand **volume and pricing expected to be sustained**
  - STR forecast US industry RevPAR +12% ahead of 2019 levels in 2023, +25% ahead by 2025
  - Occupancy over 96% of 2019 levels by 2023, fully recovered by 2025
  - ADR flat in real terms by 2025, with RevPAR growth driven by nominal ADR

# Investing for performance, growth and competitive advantage

enabling us to deliver on our strategic priorities

## System Fund

- Leveraging scale efficiencies across:
  - ~\$1bn+ of Opex annually
  - ~\$0.3bn of Capex investment over the past 5 years
- Key projects include:
  - industry-leading **Global Reservations System**
  - transformed loyalty programme – **IHG One Rewards**
  - new mobile **app**
  - revamped **web** presence
  - **largest global media campaign** in a decade

## IHG

- Key Money and Maintenance Capex of ~\$150m p.a. that further strengthens the enterprise platform
- Highly efficient fee business overhead base of ~\$0.7bn p.a. which enables further Opex investment
- Key projects include:
  - launching and refreshing **brands**
  - modernising **our technology infrastructure**
  - advanced **data analytics capabilities**

These investments have laid excellent foundations for future growth and enabled us to:

- ✓ drive owner performance and returns
- ✓ deepen the relationship with our customers
- ✓ innovate our technology and distribution platforms

# IHG<sup>®</sup>

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## Update on Strategic Priorities



# CUSTOMERS

Being customer centric in all we do

# IHG Hotels & Resorts Masterbrand

strengthening the bond between our masterbrand and our individual hotel brands

**IHG<sup>®</sup>**  
HOTELS & RESORTS

Driving uplifts in perception and engagement

**+6 pts<sup>1</sup>**

Aided Awareness

**+7 pts<sup>1</sup>**

Brand Favourability

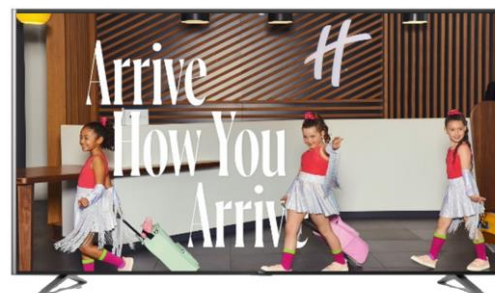
<sup>1</sup> Data as of December 2022



Guest how you guest



MLS Partnership



Lollapalooza



# IHG One Rewards

One year since our biggest transformation and marketing investment;  
delivering significant improvements across key metrics



# Lowering costs and driving efficiencies for our owners

## supporting performance and returns



### Cost to build & renovate

- Deployed **value engineering** to mitigate the impact of **inflation by 10-20%** across furniture, fixtures and equipment (**FF&E**) categories
- **Lowered build costs by 3-5% per key** for prototypes through architectural improvements and FF&E updates for **Atwell Suites, Staybridge Suites, and Candlewood Suites**
- More countries piloting our **procurement service** to help **lower construction costs**
- **Supply chain financing** programme in Greater China connecting owners to specialist financiers



### Cost to operate

- Relaunched **lighter touch Daily Room Refresh** housekeeping to streamline operations and lower costs, while driving up guest satisfaction
- 20% more US hotels joined **F&B purchasing programme**; now covering **~4,100 properties** in Americas region; savings of **up to 15%** generated for owners
- **Mitigating energy cost increases** and **shifting to cleaner fuels**: more energy-efficient formats; community solar; green energy tariffs; owner groups benefitting from scale access to low carbon projects and lower-cost energy
- **Reduced operating cost of Staybridge Suites Social Hour by 35%** through shortened service hours and optimised F&B offering, while improving guest satisfaction

Note: data as of December 2022



# BRANDS

Building loved and trusted brands

# IHG<sup>®</sup>

HOTELS & RESORTS

## LUXURY & LIFESTYLE



REGENT



VIGNETTE  
COLLECTION

KIMPTON  
HOTELS & RESTAURANTS

HOTEL  
INDIGO

## PREMIUM

VOCO



CROWNE PLAZA

EVEN

## ESSENTIALS



Garner

avid

## SUITES

ATWELL  
SUITES



CANDLEWOOD  
SUITES

## EXCLUSIVE PARTNERS

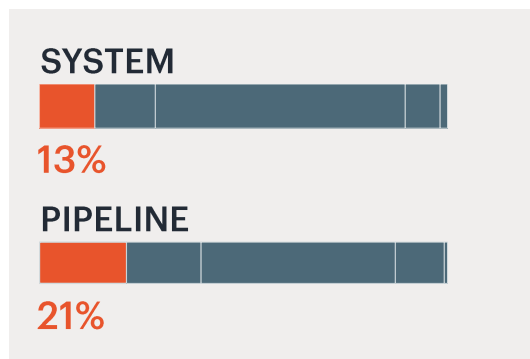


IHG  ONE  
REWARDS

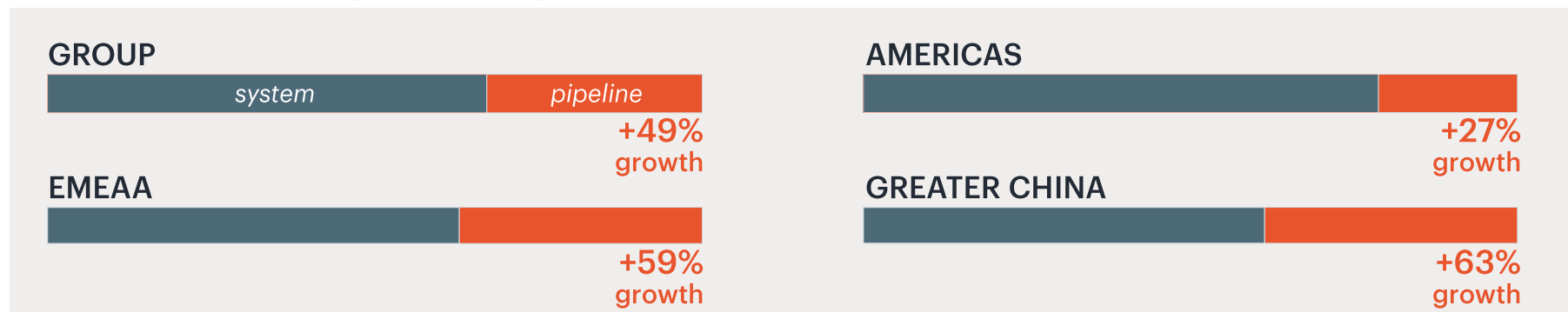
# Luxury & Lifestyle

Driving high-value growth through an industry-leading collection of brands; contributed 26% of H1 signings, increasing the pipeline mix and the future system mix

## Global system and pipeline mix



## Luxury & Lifestyle pipeline represents high future % growth of system size

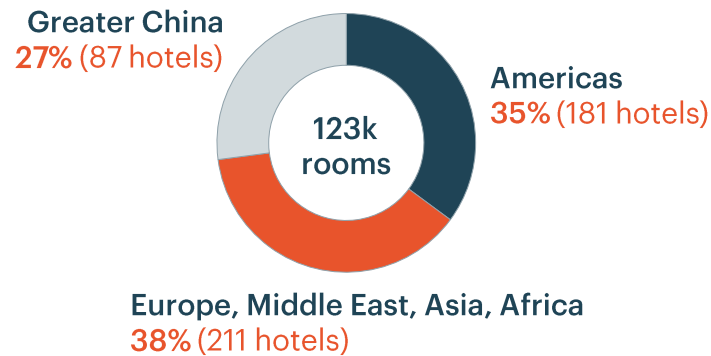


# Luxury & Lifestyle

Driving high-value growth through an industry-leading collection of brands; growth will be driven across all regions and brands

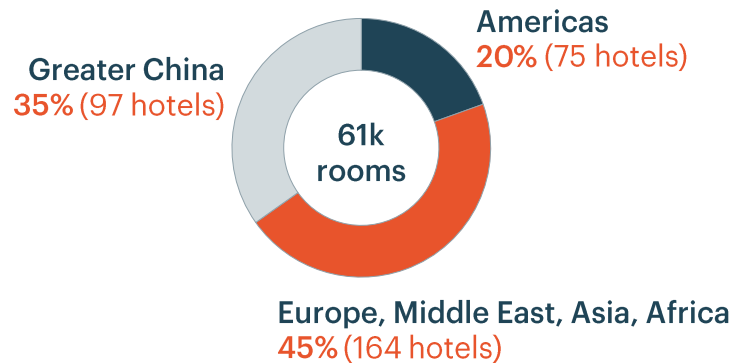
## Luxury & Lifestyle system size by region – H1 2023

123k rooms across 479 hotels



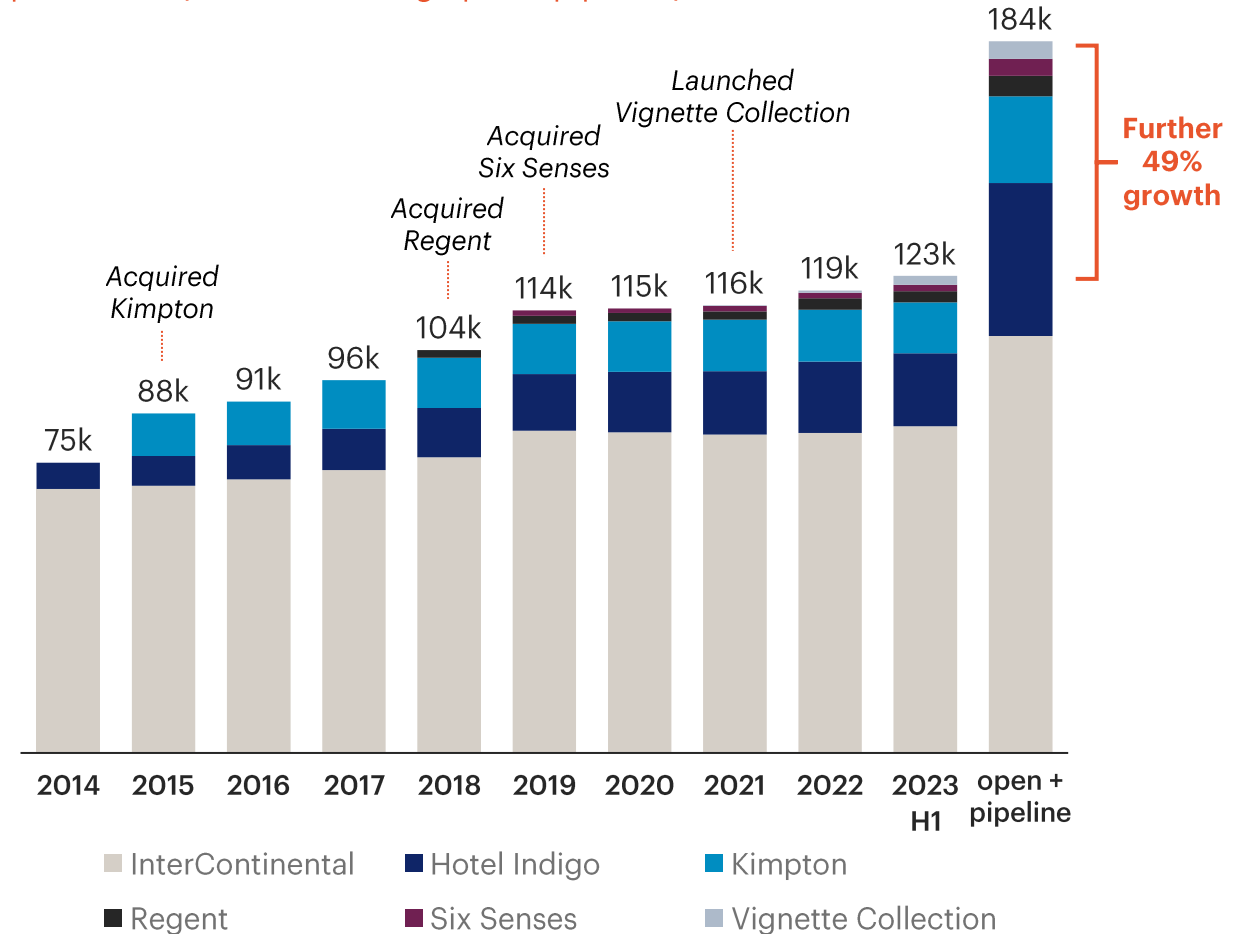
## Luxury & Lifestyle pipeline by region – H1 2023

61k rooms across 336 hotels



## Luxury & Lifestyle portfolio growth

open rooms (last bar showing open + pipeline)

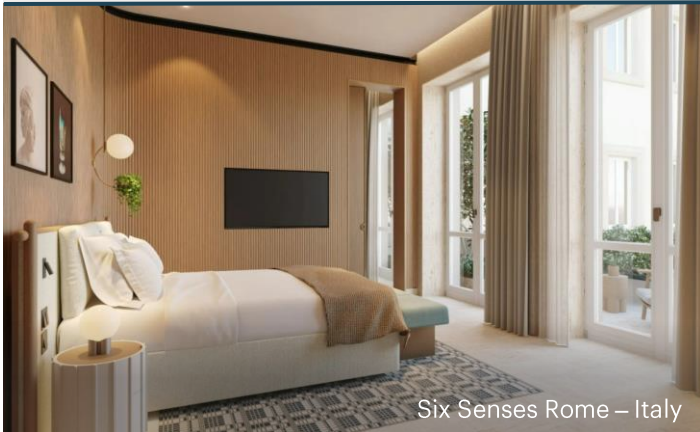


# Luxury & Lifestyle

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



Six Senses Rome – Italy

System Size: **1,605 rooms** (23 hotels)  
Pipeline: **2,835 rooms** (39 hotels)  
Pipeline as % of System Size: **177%**

## Regent

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

REGENT

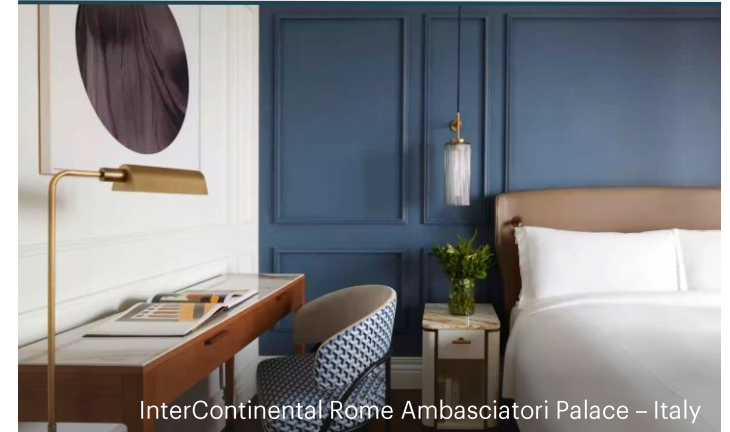


Carlton Cannes, a Regent Hotel – France

System Size: **2,921 rooms** (9 hotels)  
Pipeline: **2,340 rooms** (11 hotels)  
Pipeline as % of System Size: **80%**

## InterContinental

World's largest luxury hotel brand  
with more than **200 open**  
hotels and a further  
**93 in the pipeline**



InterContinental Rome Ambasciatori Palace – Italy

System Size: **71,487 rooms** (215 hotels)  
Pipeline: **23,328 rooms** (93 hotels)  
Pipeline as % of System Size: **33%**

# Luxury & Lifestyle

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

## Vignette Collection

First four hotels now open,  
21 in the pipeline, and sizeable  
market opportunity

**VIGNETTE™**  
COLLECTION



Yours Truly DC, a Vignette Collection hotel – US

System Size: **934 rooms** (4 hotels)

Pipeline: **3,567 rooms** (21 hotels)

Pipeline as % of System Size: **382%**

## Kimpton

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

**KIMPTON®**  
HOTELS & RESTAURANTS



Kimpton The Forum Hotel – University of Virginia – US

System Size: **13,116 rooms** (75 hotels)

Pipeline: **9,250 rooms** (47 hotels)

Pipeline as % of System Size: **71%**

## 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®**



Hotel Indigo Hangzhou Tianmushan – China

System Size: **18,916 rooms** (145 hotels)

Pipeline: **20,621 rooms** (128 hotels)

Pipeline as % of System Size: **109%**

# Premium

Uniquely tailored to target upscale customer segments

## VOCO

Our **conversion-focused premium brand** has already secured **110 properties** within 5 years of launch

**VOCO™**



voco Dubai The Palm – UAE

System Size: **14,221 rooms** (52 hotels)  
Pipeline: **10,324 rooms** (58 hotels)  
Pipeline as % of System Size: **73%**

## HUALUXE

Designed specifically with the **Chinese premium guest** in mind, now with **>40 open and pipeline hotels**

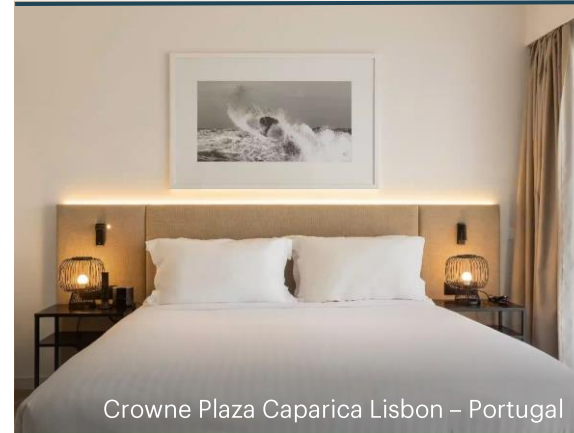


HUALUXE Yangjiang City Center – China

System Size: **5,604 rooms** (20 hotels)  
Pipeline: **5,850 rooms** (23 hotels)  
Pipeline as % of System Size: **104%**

## Crowne Plaza

Our **refreshed premium brand**; three-quarters of the Americas estate will have been updated by 2025



Crowne Plaza Caparica Lisbon – Portugal

System Size: **109,495 rooms** (400 hotels)  
Pipeline: **32,200 rooms** (125 hotels)  
Pipeline as % of System Size: **29%**

## EVEN

The premium **wellness-focused** brand now has over **50 open and pipeline properties**



EVEN Suzhou Grand Canal – China

System Size: **3,535 rooms** (24 hotels)  
Pipeline: **5,304 rooms** (31 hotels)  
Pipeline as % of System Size: **150%**

# Essentials and Suites

Evolution of our midscale, upper midscale, and extended stay brand portfolio

Essentials

1952



**Holiday Inn**

Upper midscale  
full service

1991



**Holiday Inn Express**

Upper midscale  
select service

2017



**avid**

Midscale  
new build

2023



Midscale  
conversion

Suites

1997



**STAYBRIDGE SUITES**

Upscale  
extended stay

2003



**CANDLEWOOD SUITES**

Midscale  
extended stay

2008



**Holiday Inn Club Vacations**

Timeshare  
family resorts

2019



**ATWELL SUITES**

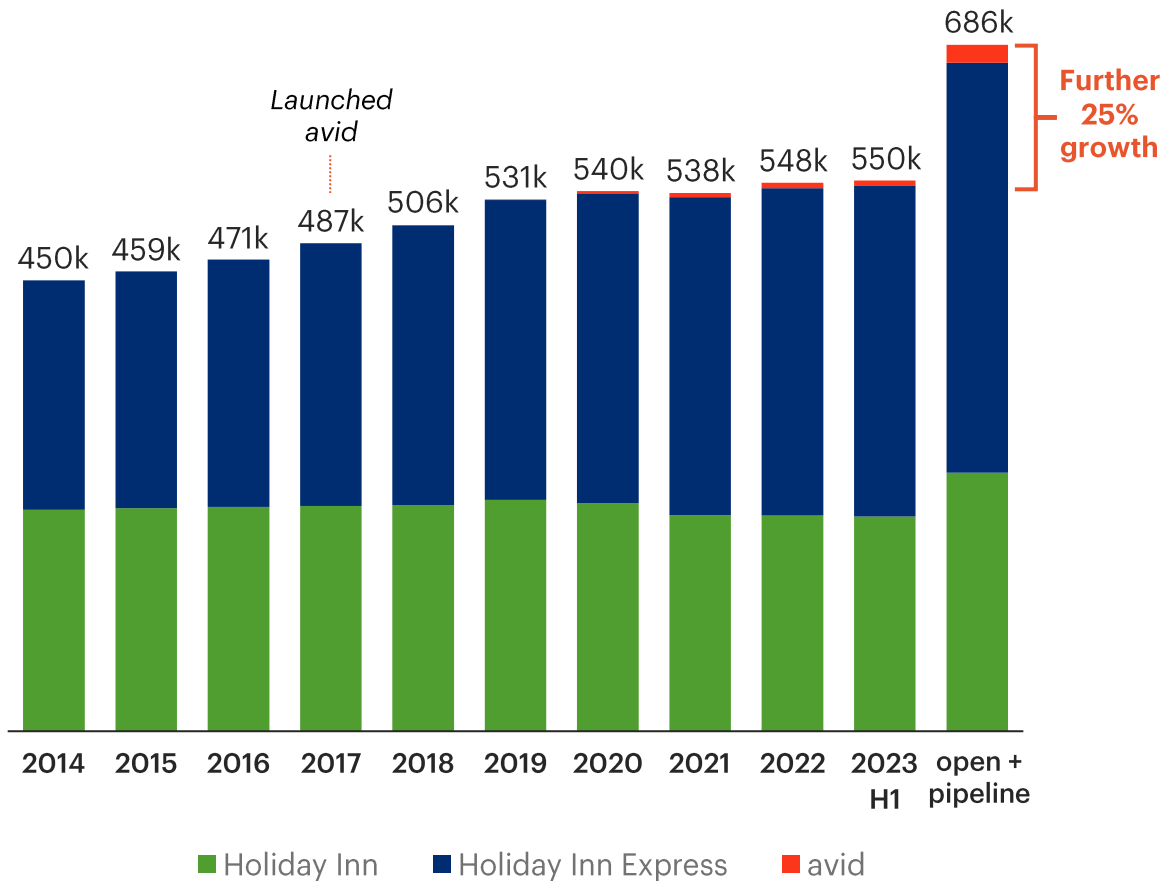
Upper midscale  
extended stay

# Essentials and Suites

Continued volume growth; 5.1k properties in the system; 1.4k in the pipeline, representing ~27% future system growth

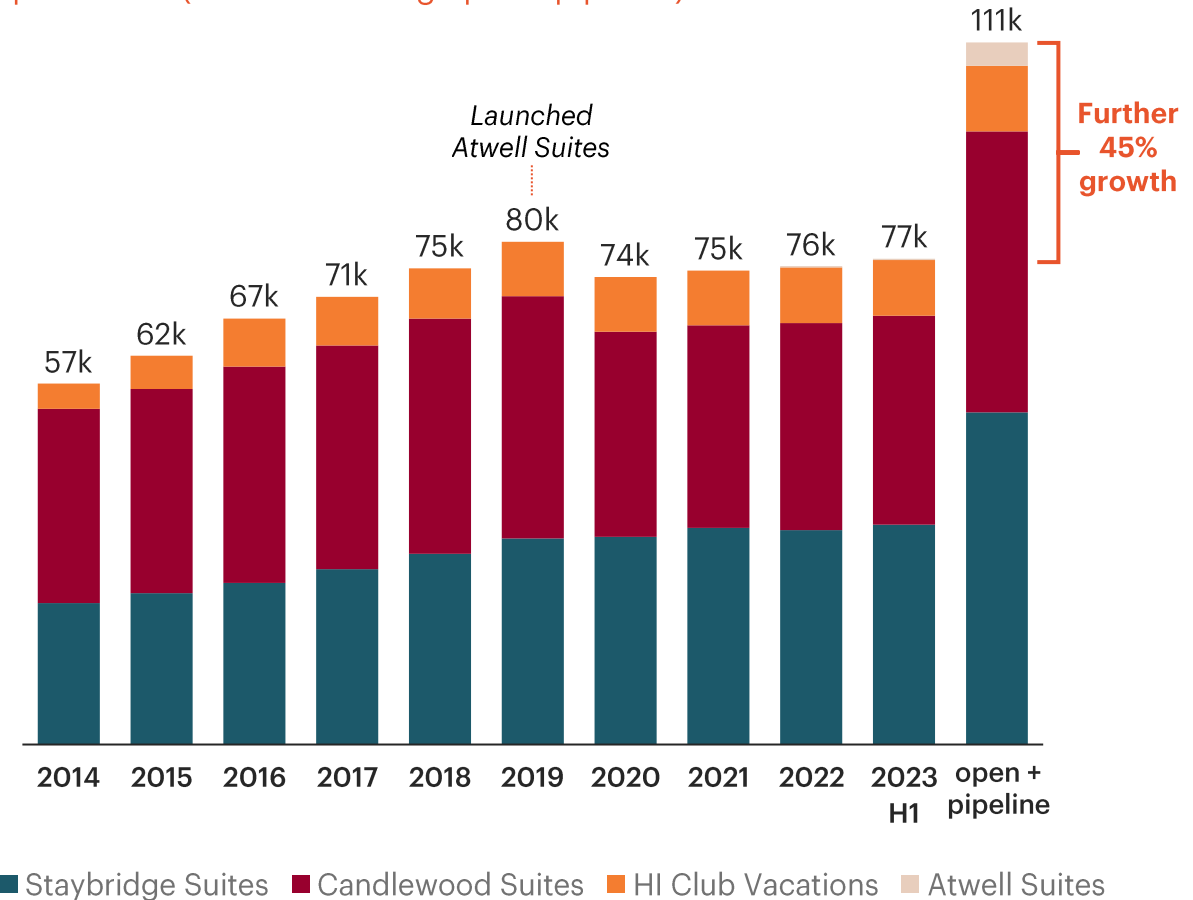
## Essentials portfolio growth

open rooms (last bar showing open + pipeline)



## Suites portfolio growth

open rooms (last bar showing open + pipeline)

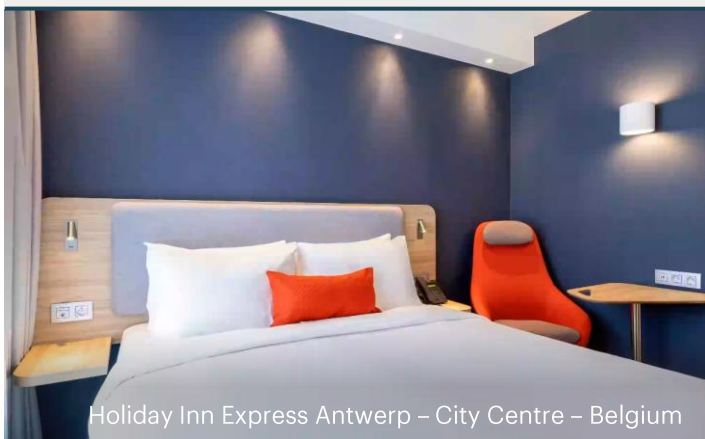


# Essentials

Continued opportunity for growth in our core segment; 4.4k properties in the system; pipeline represents future growth of ~25%

## Holiday Inn Express

The world's largest hotel brand, continuing its category leadership and strong growth



Holiday Inn Express Antwerp – City Centre – Belgium

System Size: **330,095 rooms** (3,115 hotels)  
Pipeline: **79,283 rooms** (640 hotels)  
Pipeline as % of System Size: **24%**

## Holiday Inn

Refreshed estate with a further evolved **design and format**, and a new **premium breakfast offering**



Holiday Inn Dandenong – Australia

System Size: **214,491 rooms** (1,193 hotels)  
Pipeline: **43,705 rooms** (227 hotels)  
Pipeline as % of System Size: **20%**

## avid

>200 open and pipeline properties; strong guest satisfaction and owner returns



avid hotel Tucaloosa – University Area – US

System Size: **5,535 rooms** (61 hotels)  
Pipeline: **12,434 rooms** (146 hotels)  
Pipeline as % of System Size: **225%**

Note: Holiday Inn system size and pipeline figures previously included Holiday Inn Club Vacations which has now been separated out within IHG's quarterly Supplementary Information reporting

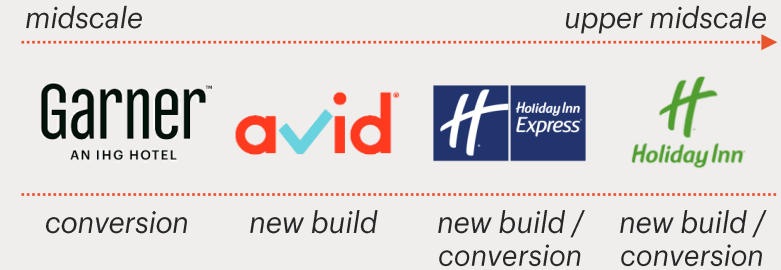
# Launching a new best-in-class midscale conversion brand

## Redefining the midscale market with a differentiated proposition

### Scale of opportunity

- Targeting sizeable existing midscale supply; **9.5k hotels (705k rooms)**, representing **\$14bn** in annual hotel revenue in the US alone
- STR forecast this segment to grow to **\$18bn by 2030** in the US; conversion opportunities across whole segment, of which **28%** currently independent
- Expect the brand to reach an estate of **>500 hotels** over the next 10 yrs and **>1,000 hotels** over the next 20 yrs in the US
- **100+ hotels** have already expressed **definitive interest** in the brand

### Clear positioning



- Positioned in the **midscale space**, with a targeted conversion **Cost Per Key** typically **~25% lower** than a Holiday Inn Express conversion
- Conversions to the new brand will require **distinct brand hallmarks** and **essential guest experience elements**

For guests, a **high-quality product and experience**, with a clear design intent and standards that consistently deliver the expected basics, **from an IHG a brand they can trust at an affordable price**

For owners, leverage of the **IHG enterprise**, including our revenue-generating systems, distribution channels and **loyalty programme**, to support performance, increase efficiency and drive **superior returns at a lower cost to convert**

# avid

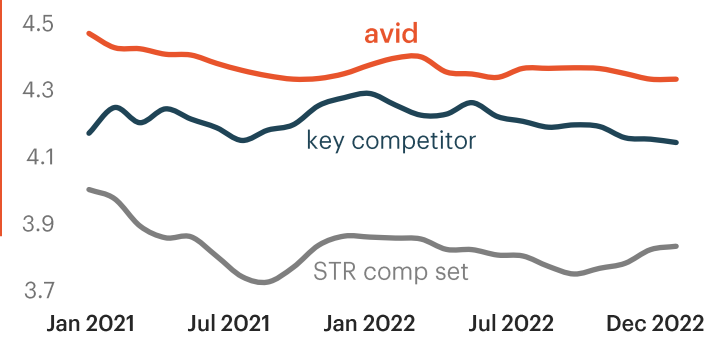
a brand of scale; an engine of future growth



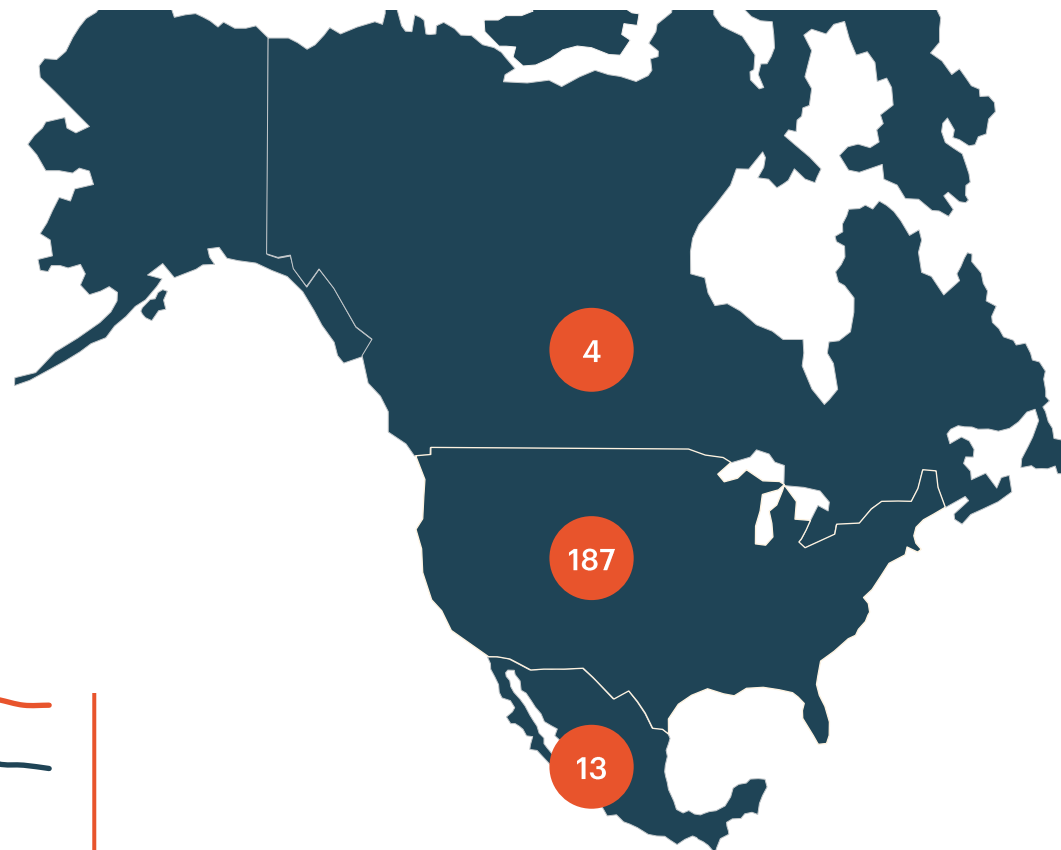
Launched in  
**September 2017**

Today, present in  
**24** US states  
and will be in  
**34** by 2025

## 2021-2022 social review scores



Note: data as at 31 December 2022



# Total open and pipeline hotels

## Americas rooms



**5,353**  
open



**12,385**  
pipeline

## Americas hotels



**59**  
open



**145**  
pipeline

US  
**55/132**

Canada  
**1/3**

Mexico  
**3/10**

# Suites

An expanding portfolio of extended stay properties across chain scales, in a segment with significant growth potential; pipeline represents future growth of ~45%

## Staybridge Suites

Our premium extended stay brand with a **growing global footprint**



Staybridge Suites Brighton – UK

System Size: **34,791 rooms** (319 hotels)  
Pipeline: **17,792 rooms** (162 hotels)  
Pipeline as % of System Size: **51%**

## Atwell Suites

Our **newest extended stay brand** with significant interest and an **accelerating pipeline**



Atwell Suites Denver Airport – Tower Road – US

System Size: **186 rooms** (2 hotels)  
Pipeline: **3,507 rooms** (35 hotels)  
Pipeline as multiple of System Size: **19x**

## Candlewood Suites

Our Americas-focused midscale extended stay brand with over **370 open hotels**



Candlewood Suites Layton – Salt Lake City – US

System Size: **33,066 rooms** (371 hotels)  
Pipeline: **11,384 rooms** (138 hotels)  
Pipeline as % of System Size: **34%**

## Holiday Inn Club Vacations

**Internationalising** our collection of spacious, fun-filled, family resorts



Holiday Inn Club Vacations  
Orange Lake Resort – Orlando – US

System Size: **8,822 rooms** (28 hotels)  
Pipeline: **1,536 rooms** (4 hotels)  
Pipeline as % of System Size: **17%**

# Exclusive Partners

Demonstrating the strength of the IHG enterprise platform and desire for strategic partners to join the IHG system

## Iberostar Beachfront Resorts

Our 18th brand substantially grows  
our resort and all-inclusive  
presence



Iberostar Selection Hacienda Dominicus – Dominican Rep.

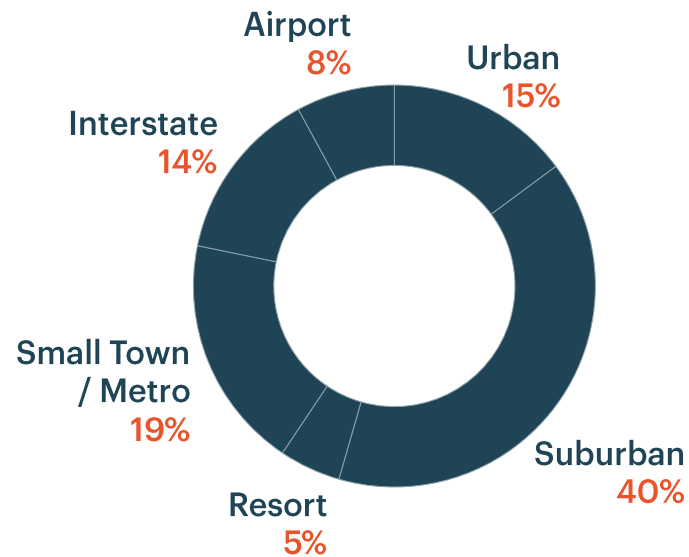
System Size: **16,176 rooms** (43 hotels)

Pipeline: **2,240 rooms** (5 hotels)

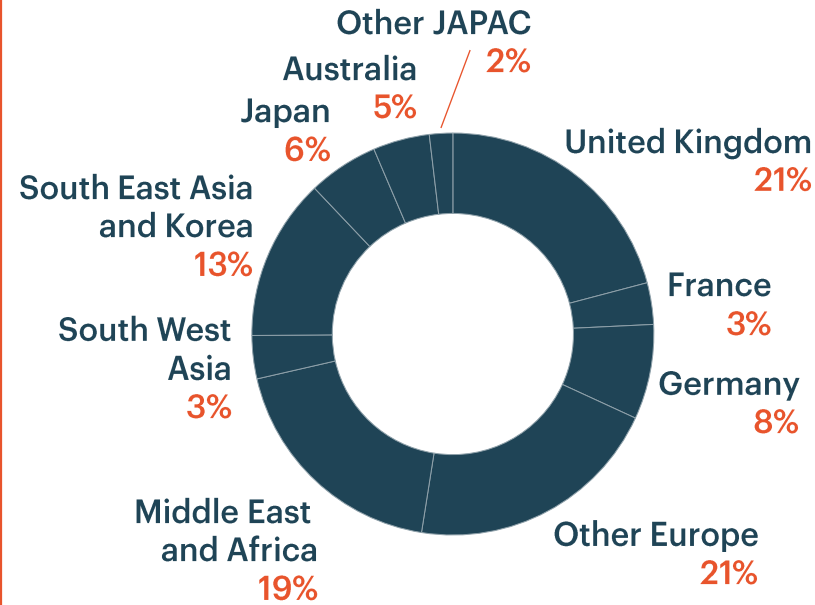
Pipeline as % of System Size: **14%**

# System size

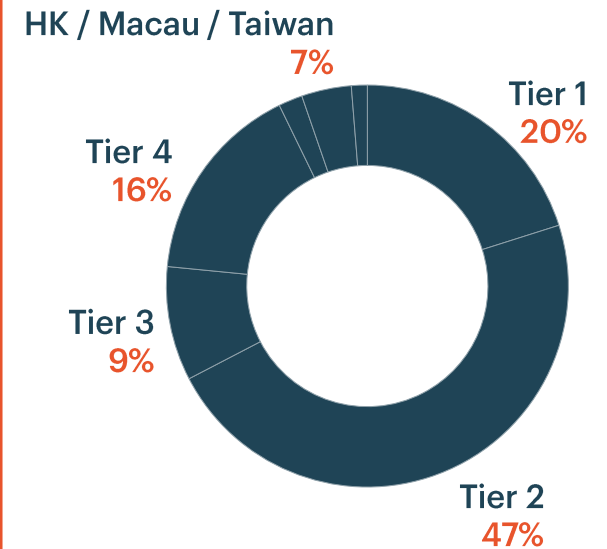
## By sub-region



**Americas**  
56%, 516,336 rooms



**Europe, Middle East, Asia, Africa**  
26%, 239,243 rooms



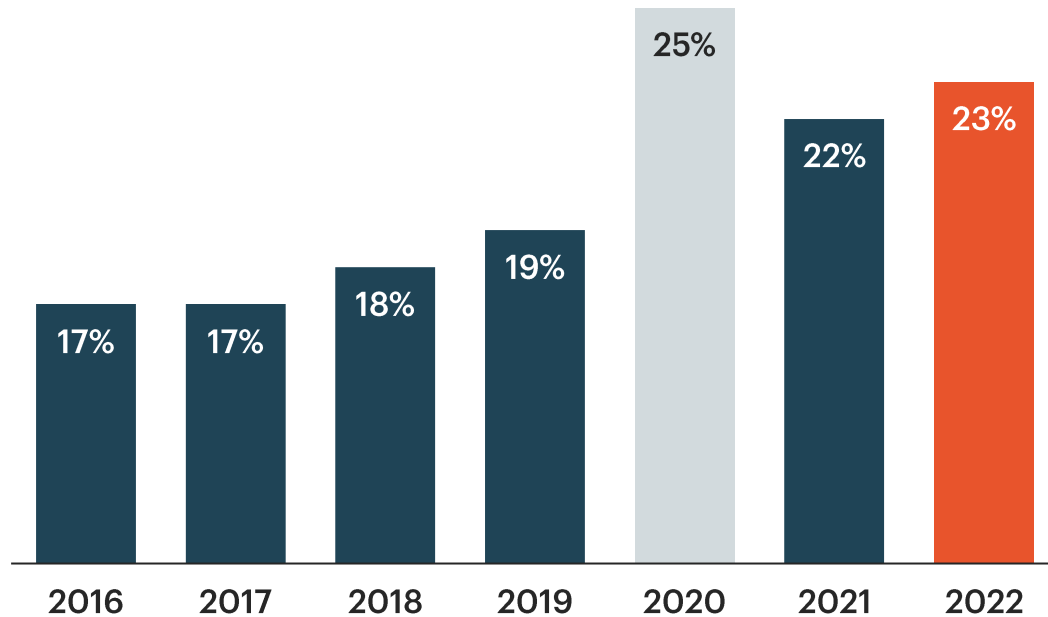
**Greater China**  
18%, 169,741 rooms

Notes: Americas by sub-region: US 86%, Mexico 5%, Canada 5%, other Latin America and Caribbean 4%

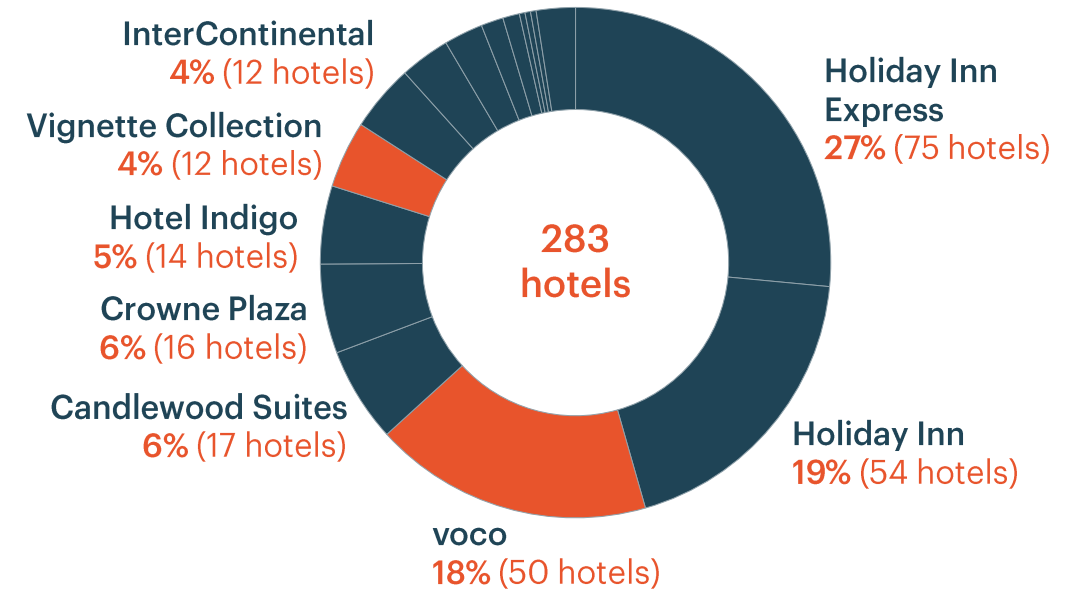
# Conversions

growing in importance and future opportunity

2016-2022 share of conversion signings across all IHG brands (excluding Iberostar)



2020-2022 conversion signings by brand



Notes: hotels added through acquisitions of Regent in 2018 and Six Senses in 2019 are excluded from the share of signings analysis; conversions include the rebranding of non-IHG hotels and adaptive-reuse properties.



# DIGITAL

Creating digital advantage

# Innovating our technology and distribution platforms

Driving value for our owners and IHG through ongoing, agile and rapid development

**Attribute Upsell:** 'Better View' and 'Bigger Room' now available in 5,000+ hotels

## Add Extras

### Upgrades



Take in a great view  
Upgrade to a 1 King East Harbour View

45

USD / Night

Add



Spread out with more space  
Upgrade to a 1 King 1 Bedroom Suite City View

230

USD / Night

Add



InterContinental: Sydney

117 Macquarie Street

★★★★: 4.4 (2,889 reviews)

1 night  
Sep 20 - 21, 2023

1 room, 1 guest

311.64 USD  
Best Flexible Member  
Exclusive Rate  
1 King Classic

Total price 311.64 USD

Continue

Early results – average value per upsell booking:

Luxury & Lifestyle

**+\$44**

Essentials and Suites

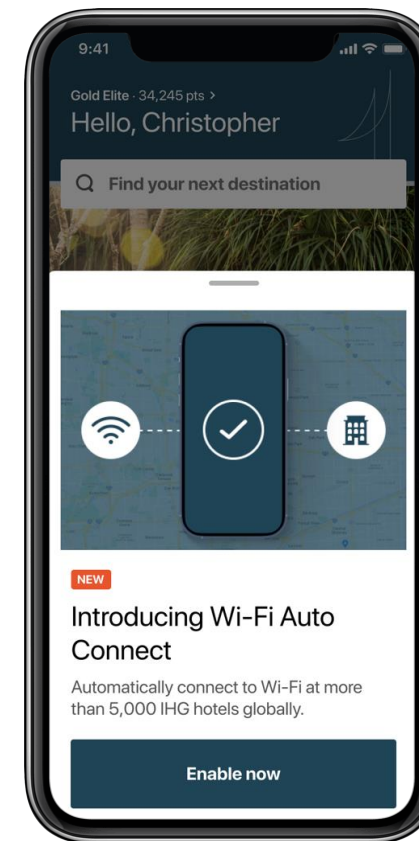
**+\$18**

Average

**+\$23**



Look Around



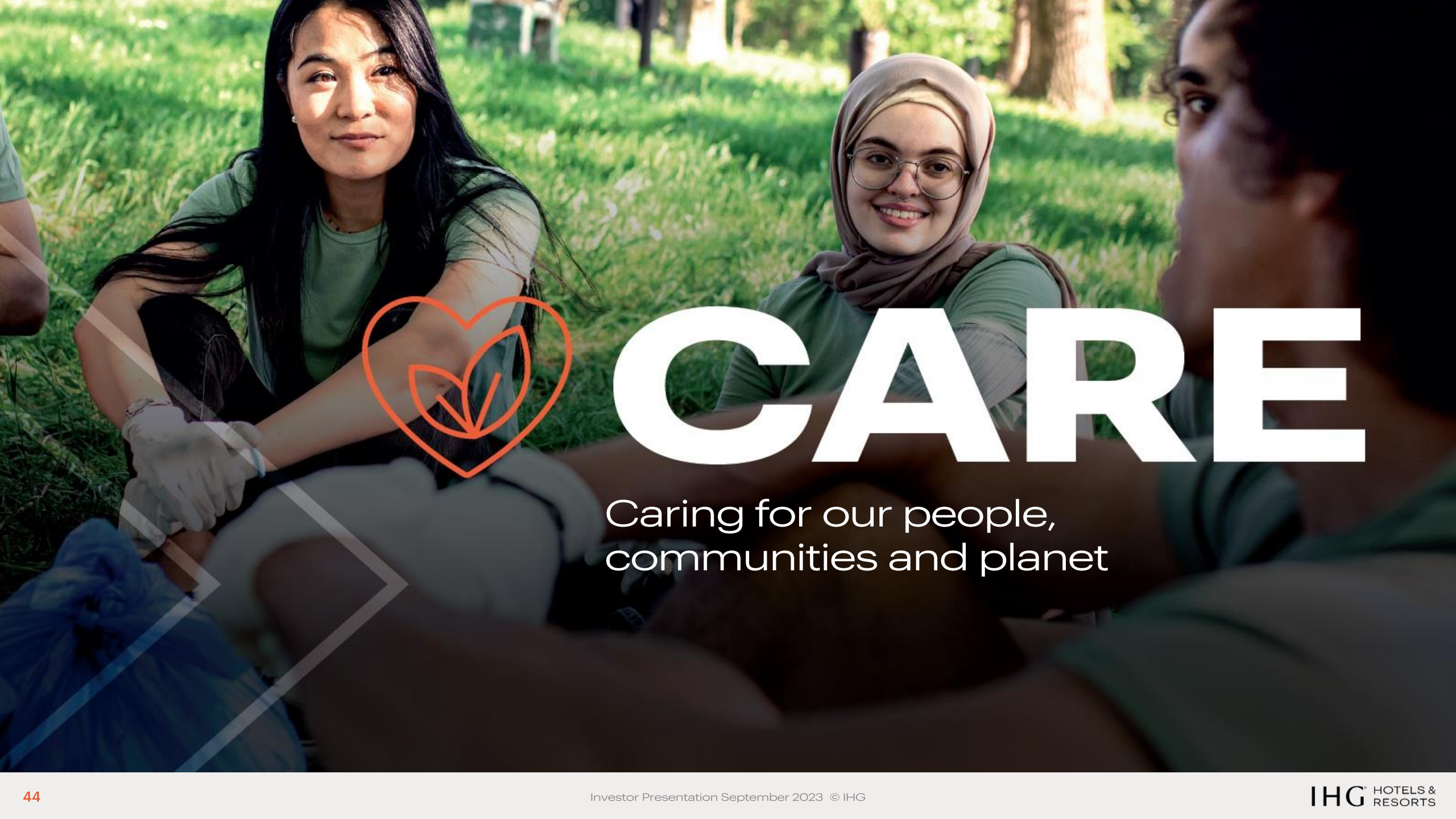
Wi-Fi Auto Connect

Mobile accounts for  
**>50%**  
of all digital bookings

Downloads, users, bookings and revenue  
**+40-50%**  
vs 2022

**13m**  
monthly visits  
vs ~9m pre-launch

**80%**  
of Diamond members have the app & visit  
**2.6x/week**



# CARE

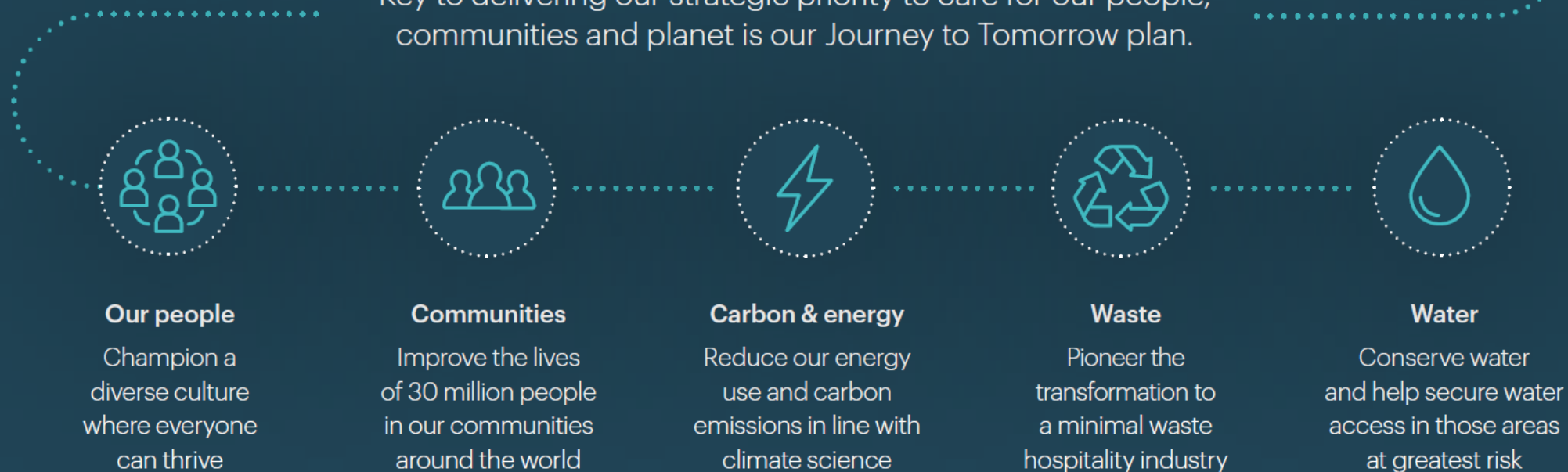
Caring for our people,  
communities and planet

Our actions as a responsible business are shaped by a culture of strong governance, clear policies and a series of ambitious commitments set out in our Journey to Tomorrow 2030 responsible business plan.

# Our 2030 Journey to Tomorrow plan



Key to delivering our strategic priority to care for our people, communities and planet is our Journey to Tomorrow plan.

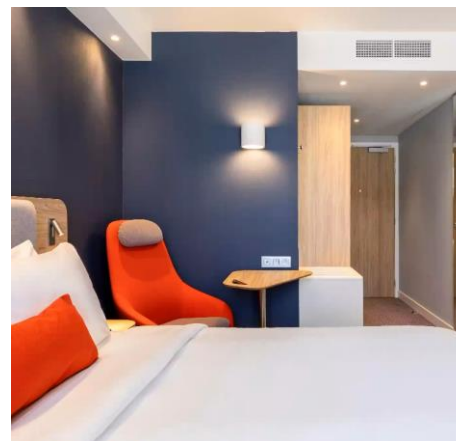
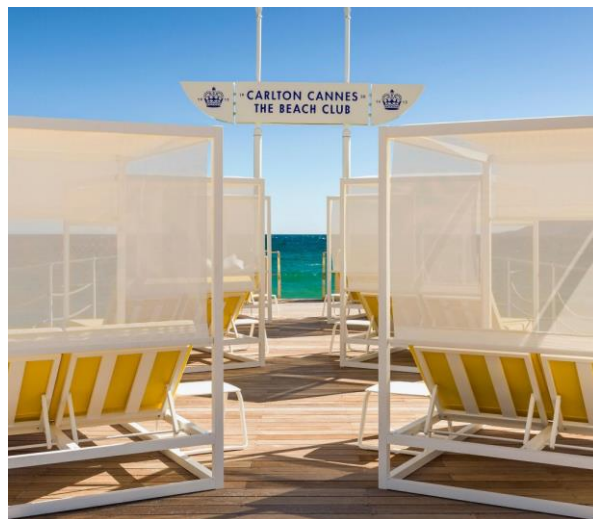


# Providing a community solar offering for hotel owners

Industry-leading offering helps IHG hotels transition to renewable energy and decrease hotel owners' electricity costs by up to 10%

- **First hotel company** to provide owners a community solar offering
- Supporting the **development of clean energy**
- Helping hotels **reduce greenhouse gas emissions** by accessing renewable energy
- Currently active for hotels across **Illinois, Maine and Maryland**, with more states to follow soon
- Hotels that have signed up or engaged in the enrolment process represent **nearly 30% of IHG's hotels' energy footprint in those three states**





# HY 2023 Financial Review

# Financial performance overview

## Results from reportable segments

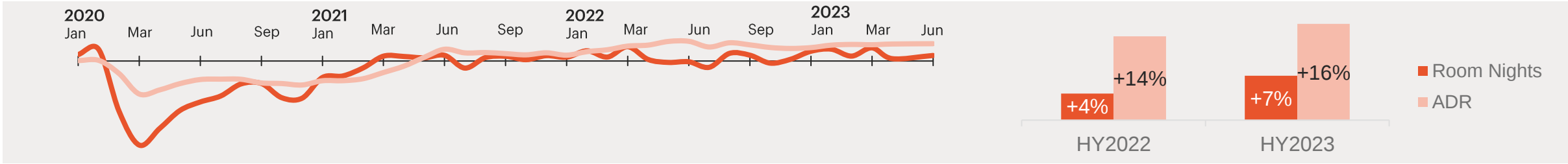
|                                    | H1 2023       | H1 2022 <sup>2</sup> | Reported<br>% change | Underlying<br>% change | H1 2019 <sup>2</sup> |
|------------------------------------|---------------|----------------------|----------------------|------------------------|----------------------|
| Revenue                            | \$1,031m      | \$840m               | +23%                 | +27%                   | \$1,012m             |
| <b>Operating profit</b>            | <b>\$479m</b> | <b>\$377m</b>        | <b>+27%</b>          | <b>+30%</b>            | <b>\$410m</b>        |
| Revenue from fee business          | \$799m        | \$659m               | +21%                 | +24%                   | See note 2           |
| Operating profit from fee business | \$470m        | \$369m               | +27%                 | +30%                   | See note 2           |
| Fee margin <sup>1</sup>            | 58.8%         | 55.5%                | +3.3%pts             |                        | See note 2           |
| Adjusted interest <sup>1</sup>     | \$58m         | \$64m                | (9)%                 |                        | \$66m                |
| Adjusted tax rate <sup>1</sup>     | 25%           | 28%                  | (3)%pts              |                        | (21)%                |
| <b>Adjusted EPS<sup>1</sup></b>    | <b>182.7¢</b> | <b>121.7¢</b>        | <b>50%</b>           |                        | <b>148.6¢</b>        |
| Interim dividend                   | 48.3¢         | 43.9¢                | +10%                 |                        | 39.9¢                |

1. Definitions for non-GAAP measures can be found in the 'Use of key performance measures and non-GAAP measures' section of the results announcement, along with reconciliations of these measures to the most directly comparable line items within the Financial Statements.

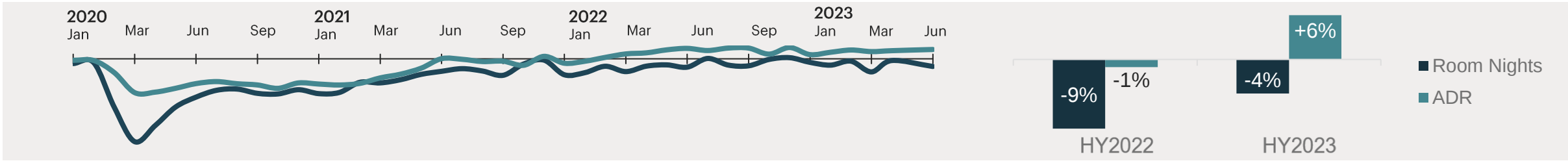
2. H1 2022 has been re-presented for the adoption of IFRS 17 'Insurance Contracts' (see note 1 to the Financial Statements), which has the impact of re-presenting revenue from fee business to \$659m from \$664m, operating profit from the fee business to \$369m from \$372m, and the fee margin to 55.5% from 55.9% at the time of the H1 2022 results; H1 2019 has not been re-presented for the adoption of IFRS 17 with previously reported revenue from fee business being \$730m, operating profit from fee business being \$394m and fee margin being 54.1% for that period.

# US Leisure strength of demand has sustained; recovery of Business and Groups demand has continued

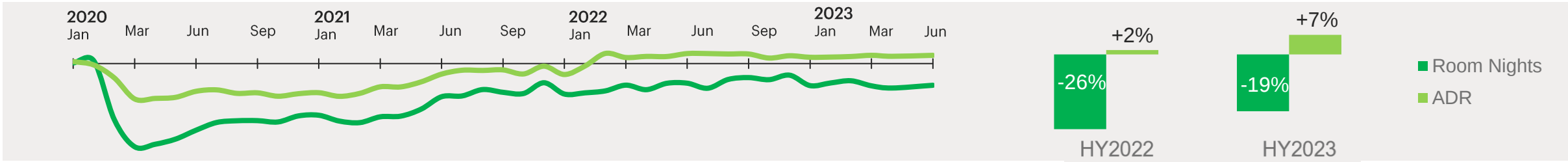
IHG US estate Leisure demand performance (both charts vs 2019)



IHG US estate Business demand performance (both charts vs 2019)



IHG US estate Groups demand performance (both charts vs 2019)



# Targeted capital expenditure to drive growth

| \$m                                    | HY 2023     | HY 2022     |
|----------------------------------------|-------------|-------------|
| <b>Key money and maintenance capex</b> |             |             |
| Key money <sup>1</sup>                 | (64)        | (35)        |
| Maintenance capex                      | (16)        | (15)        |
| <b>Total</b>                           | <b>(80)</b> | <b>(50)</b> |
| <b>Recyclable investments</b>          |             |             |
| Gross out                              | (8)         | (1)         |
| Gross in                               | -           | 7           |
| <b>Net total</b>                       | <b>(8)</b>  | <b>6</b>    |
| <b>System Fund capital investments</b> |             |             |
| Gross out                              | (19)        | (18)        |
| Gross in <sup>2</sup>                  | 42          | 40          |
| <b>Net total</b>                       | <b>23</b>   | <b>22</b>   |
| <b>Total capital investments</b>       |             |             |
| Gross total <sup>3</sup>               | (113)       | (72)        |
| <b>Net total</b>                       | <b>(65)</b> | <b>(22)</b> |

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

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

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

- **Medium term guidance unchanged:** up to \$350m gross per annum; ~\$150m net per annum

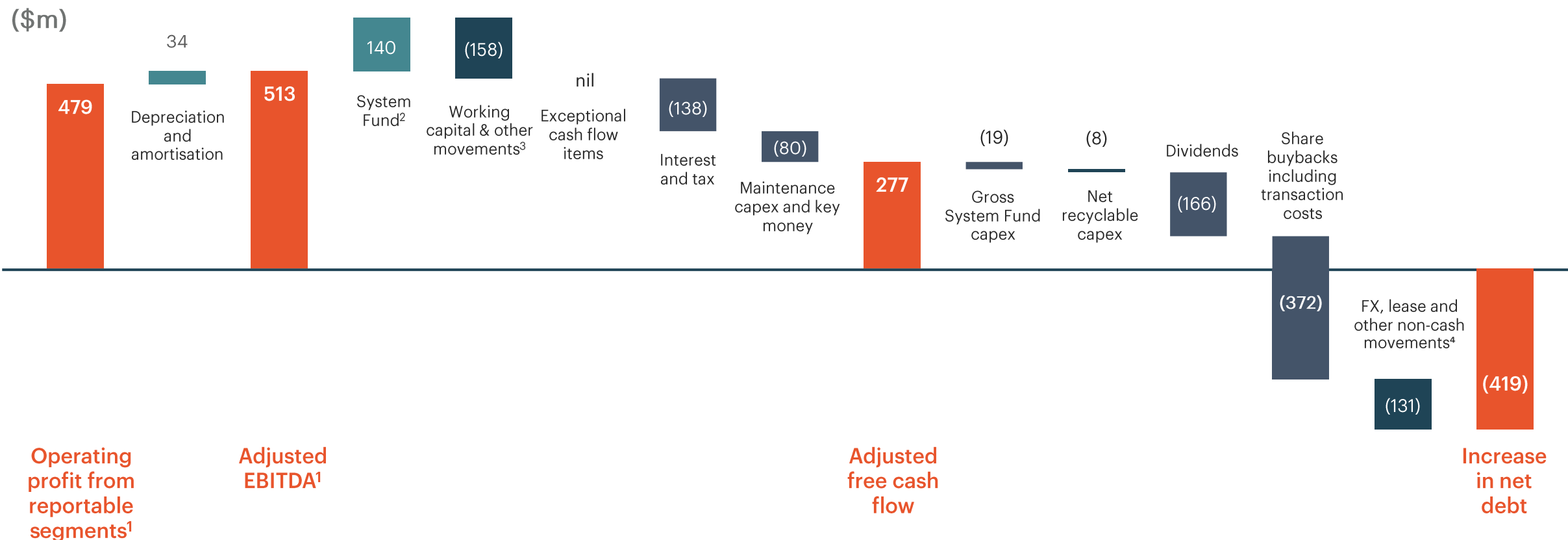
1. Key money presented net of repayments of \$6m in HY 2023 (HY 2022: \$3m)

2. Consists of depreciation and amortisation of \$43m in HY 2023 (HY 2022: \$42m), adjusted to exclude depreciation for right of use assets of \$1m (HY 2022: \$2m)

3. Includes gross key money payments of \$70m in HY 2023 (HY 2022: \$38m)

# Cash flow

## HY 2023



1. Before exceptional items and System Fund result.

2. System Fund inflow reflects \$87m reported result for the half, adding back \$43m of depreciation and amortisation and \$10m 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 \$(167)m of working capital and other adjustments, \$29m of other non-cash adjustments to operating profit/loss, \$2m of impairment loss on financial assets, less \$(15)m of principal element of lease payments, together with \$(7)m purchase of own shares by employee trusts.

4. Includes \$(112)m of net adverse exchange movements, \$(14)m movement in lease liabilities, \$15m principal element of lease repayments and \$(18)m increase in accrued interest, together with \$(2)m of other non-cash movements.

# Revenue and operating profit breakdown

## Results from reportable segments

|                                                              | H1 2023         | H1 2022       | '23 vs '22<br>\$ change | '23 vs '22<br>% change |  | FY 2022         |
|--------------------------------------------------------------|-----------------|---------------|-------------------------|------------------------|--|-----------------|
| Franchise and base management fees                           | \$625m          | \$533m        | \$92m                   | 17%                    |  | \$1,147m        |
| Incentive management fees                                    | \$73m           | \$37m         | \$36m                   | 97%                    |  | \$103m          |
| Central revenue                                              | \$101m          | \$89m         | \$12m                   | 13%                    |  | \$184m          |
| <b>Revenue from fee business</b>                             | <b>\$799m</b>   | <b>\$659m</b> | <b>\$140m</b>           | <b>21%</b>             |  | <b>\$1,434m</b> |
| Revenue from owned, leased and managed lease hotels          | \$222m          | \$176m        | \$46m                   | 26%                    |  | \$394m          |
| Insurance activities revenue                                 | \$10m           | \$5m          | \$5m                    | NM                     |  | \$15m           |
| <b>Revenue</b>                                               | <b>\$1,031m</b> | <b>\$840m</b> | <b>\$191m</b>           | <b>23%</b>             |  | <b>\$1,843m</b> |
| Overheads from fee business                                  | \$329m          | \$290m        | \$39m                   | 13%                    |  | \$629m          |
| Expenses relating to owned, leased and managed lease hotels  | \$210m          | \$171m        | \$39m                   | 23%                    |  | \$375m          |
| Insurance activities costs                                   | \$13m           | \$2m          | \$11m                   | NM                     |  | \$11m           |
| Operating profit from fee business                           | \$470m          | \$369m        | \$101m                  | 27%                    |  | \$805m          |
| <b>Fee margin<sup>1</sup></b>                                | <b>58.8%</b>    | <b>55.5%</b>  | <b>-</b>                | <b>3.3%pts</b>         |  | <b>55.9%</b>    |
| Operating profit from owned, leased and managed lease hotels | \$12m           | \$5m          | \$7m                    | 140%                   |  | \$19m           |
| Insurance activities operating (loss)/profit                 | \$(3)m          | \$3m          | \$(6)m                  | NM                     |  | \$4m            |
| <b>Operating profit from reportable segments</b>             | <b>\$479m</b>   | <b>\$377m</b> | <b>\$102m</b>           | <b>27%</b>             |  | <b>\$828m</b>   |

1. Definitions for non-GAAP measures can be found in the 'Use of key performance measures and non-GAAP measures' section of the results announcement, along with reconciliations of these measures to the most directly comparable line items within the Financial Statements

# Revenue growth rate analysis HY 2023 vs HY 2022

|               | RevPAR growth %                                                          |                                                                                    | Net rooms growth %   |                                                                    | Underlying Fee Revenue <sup>1</sup> Growth % | Comments                                                                                                                                    |
|---------------|--------------------------------------------------------------------------|------------------------------------------------------------------------------------|----------------------|--------------------------------------------------------------------|----------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------|
|               | Comparable                                                               | Total                                                                              | YOY                  | Available                                                          |                                              |                                                                                                                                             |
|               | Hotels that have traded in all months being compared (i.e. steady state) | All hotels that were open in HY 2023 and HY 2022 (incl hotels that are ramping up) | 30 June 2023 vs 2022 | Aggregate number of rooms available for sale in HY 2023 vs HY 2022 |                                              |                                                                                                                                             |
| Americas      | 11.2%                                                                    | 11.0%                                                                              | 3.0%                 | 2.7%                                                               | 12.1%                                        |                                                                                                                                             |
| EMEA          | 41.6%                                                                    | 42.6%                                                                              | 7.7%                 | 2.8%                                                               | 45.0%                                        |                                                                                                                                             |
| Greater China | 93.7%                                                                    | 87.6%                                                                              | 6.4%                 | 3.2%                                                               | 117.6%                                       |                                                                                                                                             |
| Central       | -                                                                        | -                                                                                  | -                    | -                                                                  | 14.8%                                        |                                                                                                                                             |
| Group         | 24.1%                                                                    | 23.3%                                                                              | 4.8%                 | 2.8%                                                               | 23.7%                                        | <ul style="list-style-type: none"> <li>Impacted by lower growth in non-RevPAR related fee streams mainly within Central revenues</li> </ul> |

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 HY 2023 exchange rates (CER).

# Revenue and operating profit 2021-2023 (post-IFRS 17)

|                                    | Total Revenue |              |              |              | Total Operating Profit <sup>1</sup> |            |            |            |
|------------------------------------|---------------|--------------|--------------|--------------|-------------------------------------|------------|------------|------------|
|                                    | HY            |              | FY           |              | HY                                  |            | FY         |            |
| Actual US\$                        | 2023          | 2022         | 2022         | 2021         | 2023                                | 2022       | 2022       | 2021       |
| Franchise and Base Management Fees | 456           | 406          | 861          | 683          | -                                   | -          | -          | -          |
| Incentive Management Fees          | 7             | 7            | 18           | 8            | -                                   | -          | -          | -          |
| Fee Business                       | 463           | 413          | 879          | 691          | 379                                 | 342        | 741        | 568        |
| Owned, Leased & Managed Lease      | 74            | 58           | 126          | 83           | 15                                  | 9          | 20         | (9)        |
| <b>Total Americas</b>              | <b>537</b>    | <b>471</b>   | <b>1,005</b> | <b>774</b>   | <b>394</b>                          | <b>351</b> | <b>761</b> | <b>559</b> |
| Franchise and Base Management Fees | 118           | 96           | 215          | 120          | -                                   | -          | -          | -          |
| Incentive Management Fees          | 43            | 25           | 69           | 29           | -                                   | -          | -          | -          |
| Fee Business                       | 161           | 121          | 284          | 149          | 92                                  | 63         | 153        | 32         |
| Owned, Leased & Managed Lease      | 148           | 118          | 268          | 154          | (3)                                 | (4)        | (1)        | (27)       |
| <b>Total EMEAA</b>                 | <b>309</b>    | <b>239</b>   | <b>552</b>   | <b>303</b>   | <b>89</b>                           | <b>59</b>  | <b>152</b> | <b>5</b>   |
| Franchise and Base Management Fees | 51            | 31           | 71           | 91           | -                                   | -          | -          | -          |
| Incentive Management Fees          | 23            | 5            | 16           | 25           | -                                   | -          | -          | -          |
| Fee Business                       | 74            | 36           | 87           | 116          | 43                                  | 5          | 23         | 58         |
| <b>Total Greater China</b>         | <b>74</b>     | <b>36</b>    | <b>87</b>    | <b>116</b>   | <b>43</b>                           | <b>5</b>   | <b>23</b>  | <b>58</b>  |
| Franchise and Base Management Fees | 625           | 533          | 1,147        | 894          | -                                   | -          | -          | -          |
| Incentive Management Fees          | 73            | 37           | 103          | 62           | -                                   | -          | -          | -          |
| Central revenue                    | 101           | 89           | 184          | 188          | (44)                                | (41)       | (112)      | (88)       |
| Fee Business                       | 799           | 659          | 1,434        | 1,144        | 470                                 | 369        | 805        | 570        |
| Owned, Leased & Managed Lease      | 222           | 176          | 394          | 237          | 12                                  | 5          | 19         | (36)       |
| Insurance activities               | 10            | 5            | 15           | 9            | (3)                                 | 3          | 4          | -          |
| <b>Total Reportable Segments</b>   | <b>1,031</b>  | <b>840</b>   | <b>1,843</b> | <b>1,390</b> | <b>479</b>                          | <b>377</b> | <b>828</b> | <b>534</b> |
| Reimbursement of Costs             | 446           | 400          | 832          | 589          | -                                   | -          | -          | -          |
| System Fund                        | 749           | 554          | 1,217        | 928          | 87                                  | 3          | (105)      | (11)       |
| <b>Total IHG</b>                   | <b>2,226</b>  | <b>1,794</b> | <b>3,892</b> | <b>2,907</b> | <b>566</b>                          | <b>380</b> | <b>723</b> | <b>523</b> |

1. Excludes exceptional items

# Revenue and operating profit 2019-2022 (pre-IFRS 17)

|                                    | Total Revenue |              |              |              | Total Operating Profit <sup>1</sup> |            |             |            |
|------------------------------------|---------------|--------------|--------------|--------------|-------------------------------------|------------|-------------|------------|
|                                    | FY            |              |              |              | FY                                  |            |             |            |
| Actual US\$                        | 2022          | 2021         | 2020         | 2019         | 2022                                | 2021       | 2020        | 2019       |
| Franchise and Base Management Fees | 861           | 683          | 452          | 840          | -                                   | -          | -           | -          |
| Incentive Management Fees          | 18            | 8            | 5            | 13           | -                                   | -          | -           | -          |
| Fee Business                       | 879           | 691          | 457          | 853          | 741                                 | 568        | 323         | 663        |
| Owned, Leased & Managed Lease      | 126           | 83           | 55           | 187          | 20                                  | (9)        | (27)        | 37         |
| <b>Total Americas</b>              | <b>1,005</b>  | <b>774</b>   | <b>512</b>   | <b>1,040</b> | <b>761</b>                          | <b>559</b> | <b>296</b>  | <b>700</b> |
| Franchise and Base Management Fees | 215           | 120          | 93           | 247          | -                                   | -          | -           | -          |
| Incentive Management Fees          | 69            | 29           | 14           | 90           | -                                   | -          | -           | -          |
| Fee Business                       | 284           | 149          | 107          | 337          | 153                                 | 32         | (18)        | 202        |
| Owned, Leased & Managed Lease      | 268           | 154          | 114          | 386          | (1)                                 | (27)       | (32)        | 15         |
| <b>Total EMEAA</b>                 | <b>552</b>    | <b>303</b>   | <b>221</b>   | <b>723</b>   | <b>152</b>                          | <b>5</b>   | <b>(50)</b> | <b>217</b> |
| Franchise and Base Management Fees | 71            | 91           | 61           | 87           | -                                   | -          | -           | -          |
| Incentive Management Fees          | 16            | 25           | 16           | 48           | -                                   | -          | -           | -          |
| Fee Business                       | 87            | 116          | 77           | 135          | 23                                  | 58         | 35          | 73         |
| <b>Total Greater China</b>         | <b>87</b>     | <b>116</b>   | <b>77</b>    | <b>135</b>   | <b>23</b>                           | <b>58</b>  | <b>35</b>   | <b>73</b>  |
| Franchise and Base Management Fees | 1,147         | 894          | 606          | 1,174        | -                                   | -          | -           | -          |
| Incentive Management Fees          | 103           | 62           | 35           | 151          | -                                   | -          | -           | -          |
| Central revenue                    | 199           | 197          | 182          | 185          | (108)                               | (88)       | (62)        | (125)      |
| Fee Business                       | 1,449         | 1,153        | 823          | 1,510        | 809                                 | 570        | 278         | 813        |
| Owned, Leased & Managed Lease      | 394           | 237          | 169          | 573          | 19                                  | (36)       | (59)        | 52         |
| <b>Total Reportable Segments</b>   | <b>1,843</b>  | <b>1,390</b> | <b>992</b>   | <b>2,083</b> | <b>828</b>                          | <b>534</b> | <b>219</b>  | <b>865</b> |
| Reimbursement of Costs             | 832           | 589          | 637          | 1,171        | -                                   | -          | -           | -          |
| System Fund                        | 1,217         | 928          | 765          | 1,373        | (105)                               | (11)       | (102)       | (49)       |
| <b>Total IHG</b>                   | <b>3,892</b>  | <b>2,907</b> | <b>2,394</b> | <b>4,627</b> | <b>723</b>                          | <b>523</b> | <b>117</b>  | <b>816</b> |

1. Excludes exceptional items

# HY 2023 underlying fee business revenue and operating profit non-GAAP reconciliations

|                                                                              | Americas   |                  | EMEA       |                  | Greater China |                  | Central    |                | Total IHG    |                  |
|------------------------------------------------------------------------------|------------|------------------|------------|------------------|---------------|------------------|------------|----------------|--------------|------------------|
| \$m                                                                          | Revenue    | Operating Profit | Revenue    | Operating Profit | Revenue       | Operating Profit | Revenue    | Operating Loss | Revenue      | Operating Profit |
| Fee business                                                                 | 463        | 379              | 161        | 92               | 74            | 43               | 101        | (44)           | 799          | 470              |
| Owned, leased and managed lease                                              | 74         | 15               | 148        | (3)              | -             | -                | -          | -              | 222          | 12               |
| Insurance activities                                                         | -          | -                | -          | -                | -             | -                | 10         | (3)            | 10           | (3)              |
| <b>Per HY 2023 financial statements</b>                                      | <b>537</b> | <b>394</b>       | <b>309</b> | <b>89</b>        | <b>74</b>     | <b>43</b>        | <b>111</b> | <b>(47)</b>    | <b>1,031</b> | <b>479</b>       |
| Significant liquidated damages                                               | -          | -                | -          | -                | -             | -                | -          | -              | -            | -                |
| Owned asset disposal                                                         | -          | -                | -          | -                | -             | -                | -          | -              | -            | -                |
| Currency impact                                                              | -          | -                | -          | -                | -             | -                | -          | -              | -            | -                |
| Underlying revenue and underlying operating profit                           | 537        | 394              | 309        | 89               | 74            | 43               | 111        | (47)           | 1,031        | 479              |
| Owned, leased and managed lease / insurance activities included in the above | (74)       | (15)             | (148)      | 3                | -             | -                | (10)       | 3              | (232)        | (9)              |
| <b>Underlying fee business</b>                                               | <b>463</b> | <b>379</b>       | <b>161</b> | <b>92</b>        | <b>74</b>     | <b>43</b>        | <b>101</b> | <b>(44)</b>    | <b>799</b>   | <b>470</b>       |

# HY 2022 underlying fee business revenue and operating profit non-GAAP reconciliations

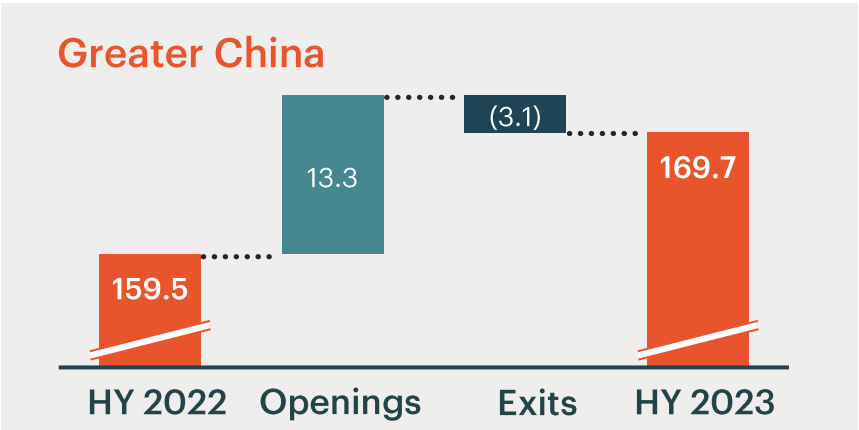
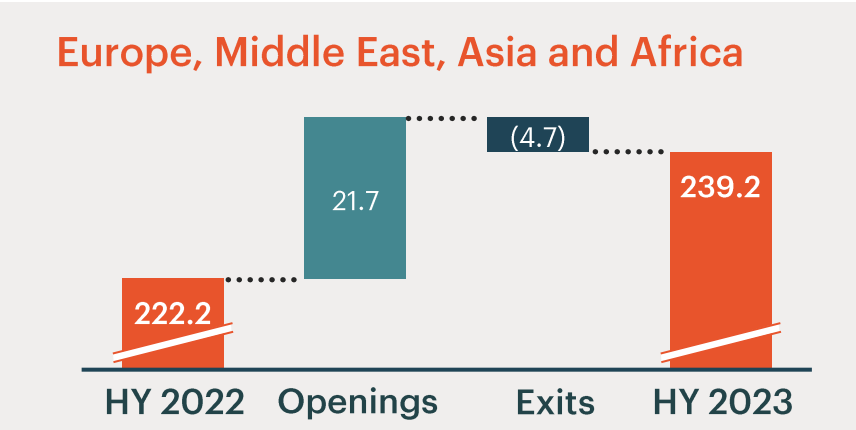
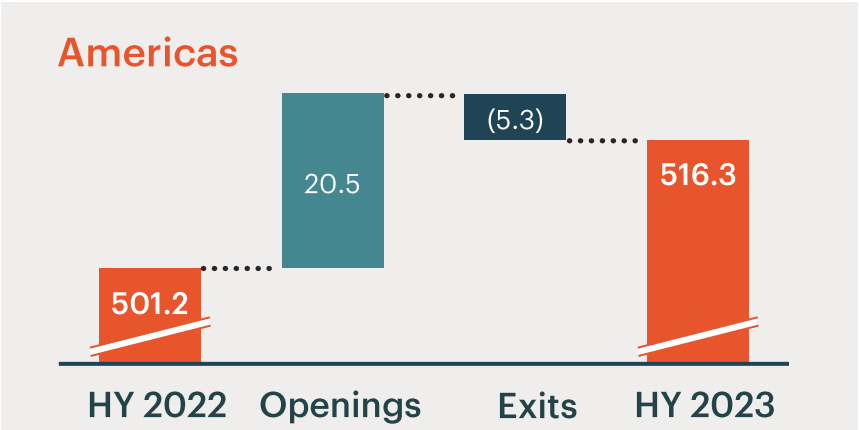
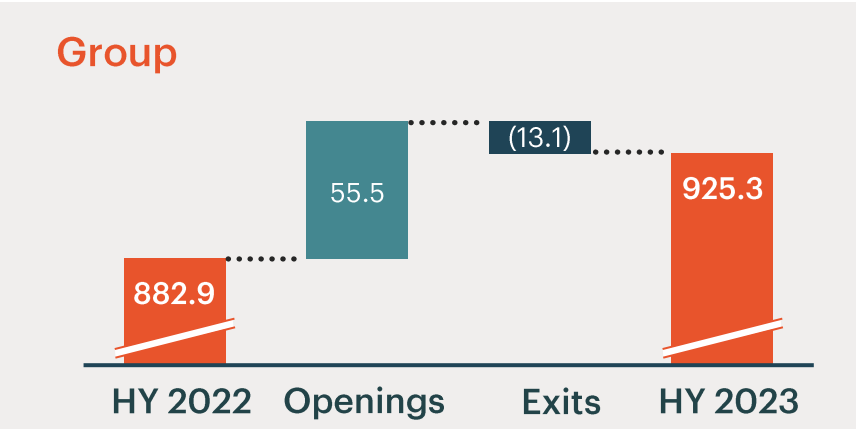
|                                                                              | Americas   |                  | EMEA       |                  | Greater China |                  | Central   |                | Total IHG  |                  |
|------------------------------------------------------------------------------|------------|------------------|------------|------------------|---------------|------------------|-----------|----------------|------------|------------------|
| \$m                                                                          | Revenue    | Operating Profit | Revenue    | Operating Profit | Revenue       | Operating Profit | Revenue   | Operating Loss | Revenue    | Operating Profit |
| Fee business                                                                 | 413        | 342              | 121        | 63               | 36            | 5                | 89        | (41)           | 659        | 369              |
| Owned, leased and managed lease                                              | 58         | 9                | 118        | (4)              | -             | -                | -         | -              | 176        | 5                |
| Insurance activities                                                         | -          | -                | -          | -                | -             | -                | 5         | 3              | 5          | 3                |
| <b>Per HY 2022 financial statements</b>                                      | <b>471</b> | <b>351</b>       | <b>239</b> | <b>59</b>        | <b>36</b>     | <b>5</b>         | <b>94</b> | <b>(38)</b>    | <b>840</b> | <b>377</b>       |
| Significant liquidated damages                                               | -          | -                | (7)        | (7)              | -             | -                | -         | -              | (7)        | (7)              |
| Owned asset disposal <sup>1</sup>                                            | -          | -                | (12)       | (2)              | -             | -                | -         | -              | (12)       | (2)              |
| Currency impact <sup>2</sup>                                                 | -          | -                | (7)        | 1                | (2)           | (1)              | (1)       | 1              | (10)       | 1                |
| Underlying revenue and underlying operating profit                           | 471        | 351              | 213        | 51               | 34            | 4                | 93        | (37)           | 811        | 369              |
| Owned, leased and managed lease / insurance activities included in the above | (58)       | (9)              | (102)      | 5                | -             | -                | (5)       | (3)            | (165)      | (7)              |
| <b>Underlying fee business</b>                                               | <b>413</b> | <b>342</b>       | <b>111</b> | <b>56</b>        | <b>34</b>     | <b>4</b>         | <b>88</b> | <b>(40)</b>    | <b>646</b> | <b>362</b>       |

1. The results of three UK Portfolio hotels and one InterContinental hotel have been removed to determine underlying performance.

2. Stated at constant HY 2023 exchange rates (CER).

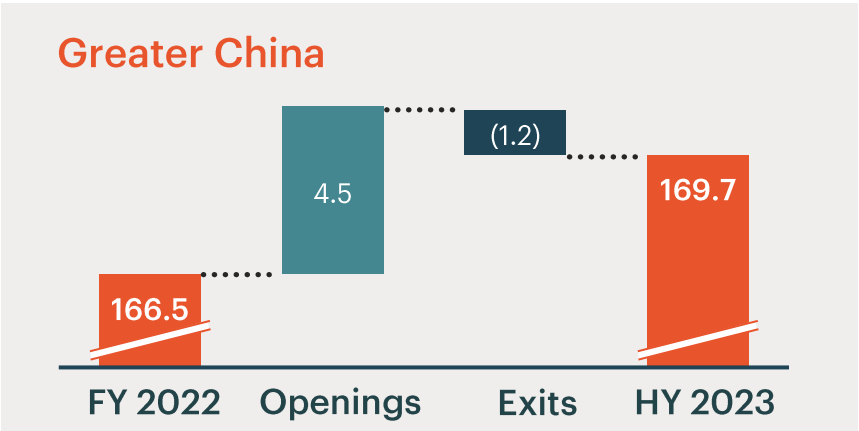
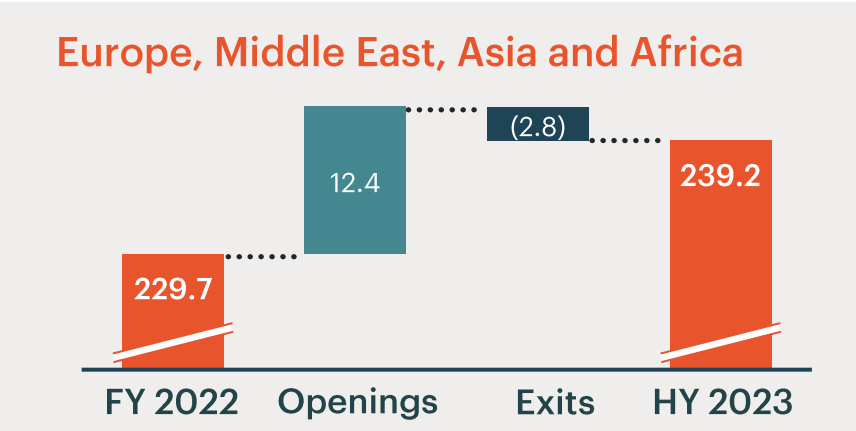
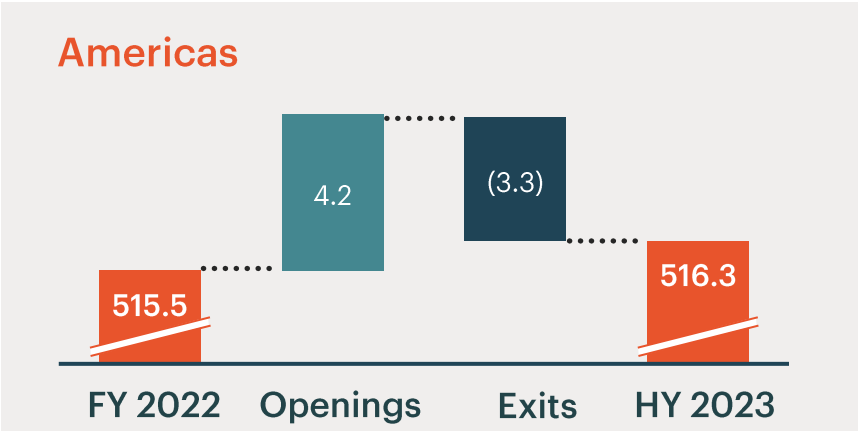
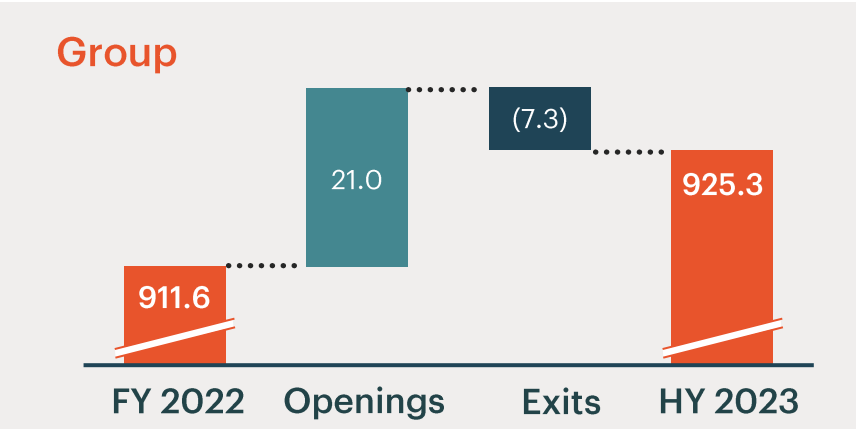
# Net system size growth delivered through strength of brands and enterprise platform

## Net System Size Growth (YOY)



# Net system size growth delivered through strength of brands and enterprise platform

## Net System Size Growth (YTD)



# Ordinary shares

| Number of shares (m)                                      | 2023  | 2022  |
|-----------------------------------------------------------|-------|-------|
| Opening balance at 1 January                              | 183.1 | 187.7 |
| Closing balance at 30 June                                | 177.7 | 187.7 |
| Closing balance excluding treasury shares <sup>1</sup>    | 170.2 | 184.0 |
| Basic weighted average shares (excluding treasury shares) | 173.0 | 183.6 |
| Dilutive potential ordinary shares <sup>1</sup>           | 1.1   | 1.0   |
| Basic diluted average shares                              | 174.1 | 184.6 |

1. The total number of shares held as treasury shares at 30 June 2023 was 7.5m (2022 3.7m).

# Currency impacts

(\$m)

| Revenue                        | Reported HY22 | HY22 at HY23 AER <sup>2</sup> | Var.       | Reported HY23 | HY23 at HY22 AER <sup>2</sup> | Var.        |
|--------------------------------|---------------|-------------------------------|------------|---------------|-------------------------------|-------------|
| Americas                       | 471           | 471                           | -          | 537           | 538                           | (1)         |
| EMEA                           | 239           | 232                           | 7          | 309           | 320                           | (11)        |
| Greater China                  | 36            | 34                            | 2          | 74            | 79                            | (5)         |
| Central Overheads <sup>3</sup> | 94            | 93                            | 1          | 111           | 112                           | (1)         |
| <b>Total IHG</b>               | <b>840</b>    | <b>830</b>                    | <b>10</b>  | <b>1,031</b>  | <b>1,049</b>                  | <b>(18)</b> |
|                                |               |                               |            |               |                               |             |
| Operating Profit               |               |                               |            |               |                               |             |
| Americas                       | 351           | 351                           | -          | 394           | 396                           | (2)         |
| EMEA                           | 59            | 60                            | (1)        | 89            | 92                            | (3)         |
| Greater China                  | 5             | 4                             | 1          | 43            | 45                            | (2)         |
| Central Overheads <sup>3</sup> | (38)          | (37)                          | (1)        | (47)          | (49)                          | 2           |
| <b>Total IHG</b>               | <b>377</b>    | <b>378</b>                    | <b>(1)</b> | <b>479</b>    | <b>484</b>                    | <b>(5)</b>  |

1. Major non-USD currency exposure by region (Americas: Canadian Dollar, Mexican Peso; EMEA: British Pound, Euro, Russian Rouble, Japanese Yen, Singapore Dollar; Greater China: Chinese Renminbi; Central: British Pound).

2. Based on average GBP/USD exchange rates in each period (HY22: 1.30; HY23 1.23)

3. Includes insurance activities.

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FY 2022  
Financial Review

# Financial performance overview

## Results from reportable segments<sup>1</sup>

|                                    | Reported |          |          |          | Underlying <sup>2</sup> |                   |
|------------------------------------|----------|----------|----------|----------|-------------------------|-------------------|
|                                    | FY 2022  | FY 2021  |          | FY 2019  | FY 2021                 | FY 2019           |
|                                    |          |          | % change | % change | % change                | % change          |
| Revenue <sup>3</sup>               | \$1,843m | \$1,390m | +33%     | \$2,083m | +39%                    | (5)% <sup>8</sup> |
| Operating profit                   | \$828m   | \$534m   | +55%     | \$865m   | +53%                    | (1)% <sup>8</sup> |
| Revenue from fee business          | \$1,449m | \$1,153m | +26%     | \$1,510m | +28%                    | (2)% <sup>8</sup> |
| Operating profit from fee business | \$809m   | \$570m   | +42%     | \$813m   | +43%                    | 2% <sup>8</sup>   |
| Fee margin <sup>4</sup>            | 56.2%    | 49.6%    | +6.6%pts | 54.1%    |                         |                   |
| Adjusted interest <sup>5</sup>     | \$(122)m | \$(142)m | (14)%    | \$(133)m |                         |                   |
| Effective tax rate <sup>6</sup>    | (27)%    | (31)%    | (4)%pts  | (24)%    |                         |                   |
| Adjusted EPS <sup>7</sup>          | 282.3¢   | 147.0¢   | +92%     | 303.3¢   |                         |                   |
| Dividend for the year              | 138.4¢   | 85.9¢    | +61%     | 39.9¢    |                         |                   |

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 FY 2022 constant exchange rates (CER).

3. Comprises the Group's fee business and owned, leased and managed lease hotels.

4. Excludes owned, leased and managed lease hotels, significant liquidated damages and the results of the Group's captive insurance company.

5. Adjusted interest adds back \$16m (FY 2021: \$3m; FY 2019: \$13m) of interest charges relating to the System Fund and excludes exceptional items and foreign exchange gains/losses primarily related to the Group's internal funding structure.

6. The Group's effective tax rate on profit before exceptional items, foreign exchange gains/losses and System Fund results.

7. Calculated using results from Reportable Segments and Adjusted interest, and related tax, and excluding changes in fair value of contingent purchase consideration.

8. Calculations changed from those initially presented on 21 February 2023 in order to correctly state at FY 2022 CER (the initial calculations were stated at FY 2020 CER).

# Targeted capital expenditure to drive growth

| \$m                                    | FY 2022      | FY 2021     |
|----------------------------------------|--------------|-------------|
| <b>Key money and maintenance capex</b> |              |             |
| Key money <sup>1</sup>                 | (64)         | (42)        |
| Maintenance capex                      | (44)         | (33)        |
| <b>Total</b>                           | <b>(108)</b> | <b>(75)</b> |
| <b>Recyclable investments</b>          |              |             |
| Gross out                              | (15)         | (5)         |
| Gross in                               | 16           | 58          |
| <b>Net total</b>                       | <b>1</b>     | <b>53</b>   |
| <b>System Fund capital investments</b> |              |             |
| Gross out                              | (35)         | (19)        |
| Gross in <sup>2</sup>                  | 83           | 91          |
| <b>Net total</b>                       | <b>48</b>    | <b>72</b>   |
| <b>Total capital investments</b>       |              |             |
| Gross total <sup>3</sup>               | (161)        | (100)       |
| <b>Net total</b>                       | <b>(59)</b>  | <b>50</b>   |

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

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

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

1. Key money presented net of repayments of \$3m in FY 2022 (FY 2021: \$1m).

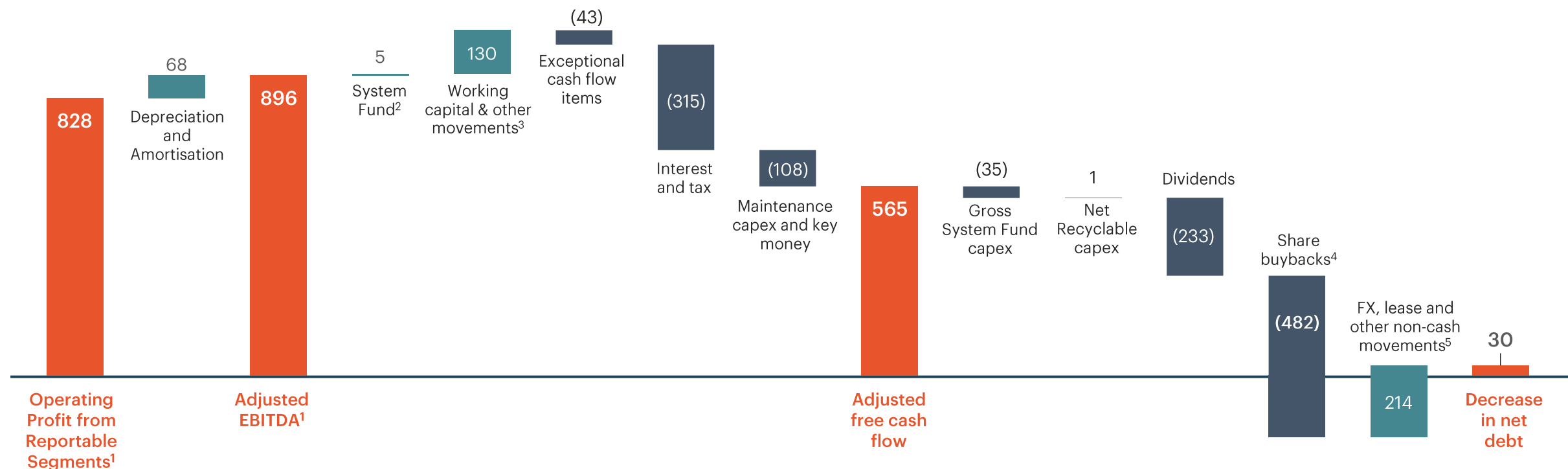
2. Consists of depreciation and amortisation of \$86m in FY 2022 (FY 2021: \$94m), adjusted to exclude depreciation for right of use assets of \$3m (FY 2021: \$3m).

3. Includes gross key money payments of \$67m in FY 2022 (FY 2021: \$43m).

# Cash flow

## FY 2022

(\$m)



1. Before exceptional items and System Fund result.

2. System Fund inflow reflects \$(105)m reported result for the year, adding back \$86m of depreciation and amortisation and \$24m 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 \$101m of working capital and other adjustments, \$61m of other non-cash adjustments to operating profit/loss, \$5m of impairment loss on financial assets, less \$(36)m of principal element of lease payments, together with \$(1)m purchase of own shares by employee trusts.

4. Includes \$(2)m of transaction costs relating to share buybacks.

5. Includes \$230m of net favourable exchange movements, \$(48)m movement in lease liabilities, \$36m principal element of lease repayments and \$(1)m increase in accrued interest, together with \$(3)m of other non-cash movements.

# FY 2022 underlying fee business revenue and operating profit non-GAAP reconciliations

|                                                       | Americas     |                  | EMEA       |                  | Greater China |                  | Central    |                | Total IHG    |                  |
|-------------------------------------------------------|--------------|------------------|------------|------------------|---------------|------------------|------------|----------------|--------------|------------------|
| \$m                                                   | Revenue      | Operating Profit | Revenue    | Operating Profit | Revenue       | Operating Profit | Revenue    | Operating Loss | Revenue      | Operating Profit |
| Fee business                                          | 879          | 741              | 284        | 153              | 87            | 23               | 199        | (108)          | 1,449        | 809              |
| Owned, leased and managed lease                       | 126          | 20               | 268        | (1)              | -             | -                | -          | -              | 394          | 19               |
| <b>Per FY 2022 financial statements</b>               | <b>1,005</b> | <b>761</b>       | <b>552</b> | <b>152</b>       | <b>87</b>     | <b>23</b>        | <b>199</b> | <b>(108)</b>   | <b>1,843</b> | <b>828</b>       |
| Significant liquidated damages                        | -            | -                | (7)        | (7)              | -             | -                | -          | -              | (7)          | (7)              |
| Owned asset disposal <sup>1</sup>                     | -            | -                | (19)       | (2)              | -             | -                | -          | -              | (19)         | (2)              |
| Currency impact <sup>2</sup>                          | -            | -                | -          | -                | -             | -                | -          | -              | -            | -                |
| Underlying revenue and underlying operating profit    | 1,005        | 761              | 526        | 143              | 87            | 23               | 199        | (108)          | 1,817        | 819              |
| Owned, leased and managed lease included in the above | (126)        | (20)             | (249)      | 3                | -             | -                | -          | -              | (375)        | (17)             |
| <b>Underlying fee business</b>                        | <b>879</b>   | <b>741</b>       | <b>277</b> | <b>146</b>       | <b>87</b>     | <b>23</b>        | <b>199</b> | <b>(108)</b>   | <b>1,442</b> | <b>802</b>       |

1. The results of three UK Portfolio hotels and one InterContinental hotel have been removed to determine underlying performance.

2. Stated at FY 2022 CER.

# Cautionary note regarding forward-looking statements

This presentation may contain projections and forward looking-statements. The words “believe”, “expect”, “anticipate”, “intend” and “plan” and similar expressions identify forward-looking statements. All statements other than statements of historical facts included in this presentation, including, without limitation, those regarding the Company’s financial position, potential business strategy, potential plans and potential objectives, are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such forward-looking statements are based on numerous assumptions regarding the Company’s present and future business strategies and the environment in which the Company will operate in the future. Further, certain forward-looking statements are based upon assumptions of future events which may not prove to be accurate. The forward-looking statements in this document speak only as at the date of this presentation and the Company assumes no obligation to update or provide any additional information in relation to such forward-looking statements.

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