



**IMPERIAL
BRANDS**



**dbAccess Global
Consumer Conference**
Paris - 6 June 2023



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On Track with our Five-Year Transformation Plan



STRENGTHENING OUR CONFIDENCE IN FUTURE DELIVERY

- ✓ Turned around our market share performance in top-five markets
- ✓ Accelerating NGP growth behind a differentiated strategy
- ✓ Driving growth from our wider market portfolio
- ✓ Building stronger capabilities; leveraging self-help opportunities

On track to deliver full year guidance and five-year plan

Clear Capital Allocation; Attractive Valuation

DISCIPLINED CAPITAL ALLOCATION IS A KEY VALUE LEVER



Attractive Valuation

Free Cash Flow Yield

16.6%

compared to 6.0% global FMCG average

Dividend Yield

8.4%

compared to 3.7% global FMCG average

- 1 Invest in delivering the strategy through capex and small bolt-ons
- 2 Maintain leverage at lower end of 2.0 – 2.5x net debt/EBITDA
- 3 Progressive dividend policy taking into account business performance
- 4 Ongoing annual buyback: £1bn share buyback by end FY23

Valuations source: Broker consensus as of 01 June 2023.

Note: Calendarised to 31 December year-end. Peer average excludes Imperial and includes British American Tobacco, Japan Tobacco, Philip Morris, Altria, Anheuser-Busch InBev, Coca-Cola, Colgate-Palmolive, Diageo, Heineken, Johnson & Johnson, Kimberly-Clark, Kraft Heinz, McDonald's, Mondelez, Nestle, PepsiCo, Procter & Gamble, Roche, Unilever. FCF yield defined as $(\text{Net income} + \text{D\&A} - \text{Capex} - \Delta \text{NWC}) / \text{Market capitalisation}$.





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Q&A

Investor event 27th June AM

Starting with the Consumer

Wall Street Hotel, New York

