

Reconciliations of the non-GAAP financial measures presented in the remarks by Billy Gifford, Altria Group, Inc.'s (Altria) Chief Executive Officer, at Altria's 2021 Annual Meeting of Shareholders.

Altria and Consolidated Subsidiaries, Adjusted EPS Results

(\$ in millions, except per share data)

	Earnings before Income Taxes	Provision for Income Taxes	Net Earnings	Net Earnings Attributable to Altria	Diluted EPS
For the year ended December 31, 2020					
2020 Reported	\$ 6,890	\$ 2,436	\$ 4,454	\$ 4,467	\$ 2.40
NPM Adjustment Items	4	1	3	3	—
Asset impairment, exit, implementation and acquisition-related costs	431	89	342	342	0.18
Tobacco and health litigation items	83	21	62	62	0.03
JUUL changes in fair value	(100)	—	(100)	(100)	(0.05)
Impairment of JUUL equity securities	2,600	—	2,600	2,600	1.40
ABI-related special items	763	160	603	603	0.32
Cronos-related special items	51	(2)	53	53	0.03
COVID-19 special items	50	13	37	37	0.02
Tax items	—	(50)	50	50	0.03
2020 Adjusted for Special Items	\$ 10,772	\$ 2,668	\$ 8,104	\$ 8,117	\$ 4.36
For the year ended December 31, 2019					
2019 Reported	\$ 766	\$ 2,064	\$ (1,298)	\$ (1,293)	\$ (0.70)
Asset impairment, exit, implementation and acquisition-related costs	331	62	269	269	0.15
Tobacco and health litigation items	77	19	58	58	0.03
Impairment of JUUL equity securities	8,600	—	8,600	8,600	4.60
ABI-related special items	(383)	(80)	(303)	(303)	(0.16)
Cronos-related special items	928	288	640	640	0.34
Tax items	—	99	(99)	(99)	(0.05)
2019 Adjusted for Special Items	\$ 10,319	\$ 2,452	\$ 7,867	\$ 7,872	\$ 4.21
2020 Net Earnings Adjusted for Special Items				\$ 8,117	\$ 4.36
2019 Net Earnings Adjusted for Special Items				\$ 7,872	\$ 4.21
% Change				3.1 %	3.6 %

Altria and Consolidated Subsidiaries, Adjusted EPS Results

(\$ in millions, except per share data)

	Earnings before Income Taxes	Provision for Income Taxes	Net Earnings	Net Earnings Attributable to Altria	Diluted EPS
For the quarter ended March 31, 2021					
2021 Reported	\$ 1,937	\$ 516	\$ 1,421	\$ 1,424	\$ 0.77
NPM Adjustment Items	(32)	(8)	(24)	(24)	(0.01)
Implementation and acquisition-related costs	48	11	37	37	0.02
Tobacco and health litigation items	35	9	26	26	0.01
JUUL changes in fair value	200	—	200	200	0.10
ABI-related special items	(128)	(28)	(100)	(100)	(0.05)
Cronos-related special items	(70)	—	(70)	(70)	(0.04)
Loss on early extinguishment of debt	649	153	496	496	0.27
Tax items	—	6	(6)	(6)	—
2021 Adjusted for Special Items	\$ 2,639	\$ 659	\$ 1,980	\$ 1,983	\$ 1.07
For the quarter ended March 31, 2020					
2020 Reported	\$ 2,108	\$ 558	\$ 1,550	\$ 1,552	\$ 0.83
Implementation and acquisition-related costs	395	95	300	300	0.16
Tobacco and health litigation items	24	5	19	19	0.01
ABI-related special items	56	12	44	44	0.03
Cronos-related special items	89	(6)	95	95	0.05
Tax items	—	(24)	24	24	0.01
2020 Adjusted for Special Items	\$ 2,672	\$ 640	\$ 2,032	\$ 2,034	1.09
Adjusted diluted EPS Change Q1 2021 vs. Q1 2020					(1.8)%

Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products

(\$ in millions)

	Full Year Ended December 31,		
	2020	2019	Change
Net Revenues	\$ 23,089	\$ 21,996	
Excise taxes	(5,162)	(5,166)	
Revenues net of excise taxes	\$ 17,927	\$ 16,830	
Reported OCI ⁽¹⁾	\$ 9,985	\$ 9,009	
NPM Adjustment Items	4	—	
Asset impairment, exit and implementation costs	2	92	
Tobacco and health litigation items	79	72	
COVID-19 special items	41	\$ —	
Adjusted OCI	\$ 10,111	\$ 9,173	10.2 %

⁽¹⁾ Operating companies income (OCI) is defined as operating income before general corporate expenses and amortization of intangibles.