

Reconciliations of the non-GAAP financial measures¹ presented in management’s remarks during Altria Group Inc.’s 2021 First-Quarter Earnings Call.

Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products			
(\$ in millions)			
	First Quarter		
	2021	2020	Change
Net revenues	\$ 5,250	\$ 5,606	
Excise taxes	(1,121)	(1,278)	
Revenues net of excise taxes	\$ 4,129	\$ 4,328	
Shipment volume (units in millions)²	22,494	25,456	
Revenues net of excise taxes per 1000 units³	\$ 183.56	\$ 170.02	8.0 %

¹ Reconciliations of other non-GAAP financial measures can be found in today’s earnings release.

² Cigarettes volume includes units sold as well as promotional units, but excludes units sold for distribution to Puerto Rico, and units sold in U.S. Territories, to overseas military and by Philip Morris Duty Free Inc., none of which, individually or in the aggregate, is material to the smokeable products segment.

³ Revenues net of excise taxes per 1000 units are calculated as revenues net of excise taxes divided by shipment volume multiplied by 1000.