

**Reconciliations of the non-GAAP financial measures<sup>1</sup> presented in management’s remarks during Altria Group, Inc.’s 2021 Third-Quarter Earnings Call.**

<b>Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products Segment</b>						
(\$ in millions)						
	<b>Third Quarter</b>			<b>Nine Months Ended September 30,</b>		
	<b>2021</b>	<b>2020</b>	<b>Change</b>	<b>2021</b>	<b>2020</b>	<b>Change</b>
<b>Net revenues</b>	\$ 5,975	\$ 6,313		\$ 17,275	\$ 17,522	
Excise taxes	(1,218)	(1,407)		(3,620)	(3,950)	
<b>Revenues net of excise taxes</b>	<b>\$ 4,757</b>	<b>\$ 4,906</b>		<b>\$ 13,655</b>	<b>\$ 13,572</b>	
<b>Shipment volume (units in millions)<sup>2</sup></b>	<b>24,475</b>	<b>28,090</b>		<b>72,731</b>	<b>78,916</b>	
<b>Revenues net of excise taxes per 1000 units<sup>3</sup></b>	<b>\$ 194.36</b>	<b>\$ 174.65</b>	<b>11.3 %</b>	<b>\$ 187.75</b>	<b>\$ 171.98</b>	<b>9.2 %</b>

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

<sup>2</sup> 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.

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

**ALTRIA GROUP, INC.**  
**and Subsidiaries**  
**Calculation of Total Debt to Adjusted EBITDA and Net Debt to Adjusted EBITDA Ratios**  
**For the Twelve Months Ended September 30, 2021**  
**(dollars in millions)**  
**(Unaudited)**

	<b>Twelve Months Ended September 30, 2021</b>
<b>Consolidated Net Earnings</b>	<b>\$ 2,773</b>
(Income) loss from equity investments and noncontrolling interests, net	5,599
(Gain) loss on Cronos-related financial instruments	66
Dividends from less than 50% owned affiliates	119
Provision for income taxes	1,312
Depreciation and amortization	255
Loss on early extinguishment of debt	649
Asset impairment and exit costs	(4)
Interest and other debt expense, net	1,185
<b>Consolidated EBITDA</b> <sup>1</sup>	<b>\$ 11,954</b>
Current portion of long-term debt	\$ 1,105
Long-term debt	27,022
<b>Total Debt</b> <sup>2</sup>	<b>28,127</b>
Cash and cash equivalents <sup>3</sup>	2,957
<b>Net Debt</b> <sup>4</sup>	<b>\$ 25,170</b>
<b>Ratios:</b>	
<b>Total Debt / Consolidated EBITDA</b>	<b>2.4</b>
<b>Net Debt / Consolidated EBITDA</b>	<b>2.1</b>

<sup>1</sup> Reflects the term "Consolidated EBITDA" as defined in Altria's senior unsecured revolving credit agreement.

<sup>2</sup> Reflects total debt as presented on Altria's Condensed Consolidated Balance Sheet at September 30, 2021. See 2021 Third-Quarter Earnings Release, Schedule 11.

<sup>3</sup> Reflects cash and cash equivalents as presented on Altria's Condensed Consolidated Balance Sheet at September 30, 2021. See 2021 Third-Quarter Earnings Release, Schedule 11.

<sup>4</sup> Reflects total debt, less cash and cash equivalents at September 30, 2021.