

**Reconciliations of the non-GAAP financial measures<sup>1</sup> presented in management’s remarks during Altria Group, Inc.’s 2022 Fourth-Quarter Earnings Call.**

<b>Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products Segment</b>						
(\$ in millions)						
	<b>Fourth Quarter</b>			<b>Twelve Months Ended December 31,</b>		
	<b>2022</b>	<b>2021</b>	<b>Change</b>	<b>2022</b>	<b>2021</b>	<b>Change</b>
<b>Net revenues</b>	\$ 5,456	\$ 5,591		\$ 22,476	\$ 22,866	
Excise taxes	(1,000)	(1,134)		(4,289)	(4,754)	
<b>Revenues net of excise taxes</b>	<b>\$ 4,456</b>	<b>\$ 4,457</b>		<b>\$ 18,187</b>	<b>\$ 18,112</b>	
<b>Shipment volume (units in millions)<sup>2</sup></b>	<b>20,132</b>	<b>22,865</b>		<b>86,409</b>	<b>95,596</b>	
<b>Revenues net of excise taxes per 1000 units<sup>3</sup></b>	<b>\$ 221.34</b>	<b>\$ 194.93</b>	<b>13.5 %</b>	<b>\$ 210.48</b>	<b>\$ 189.46</b>	<b>11.1 %</b>

<b>Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products</b>						
(\$ in millions)						
	<b>Full Year Ended December 31,</b>					
	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>
<b>Net revenues</b>	\$ 22,476	\$ 22,866	\$ 23,089	\$ 21,996	\$ 22,297	\$ 22,636
Excise taxes	(4,289)	(4,754)	(5,162)	(5,166)	(5,585)	(5,927)
<b>Revenues net of excise taxes</b>	<b>\$ 18,187</b>	<b>\$ 18,112</b>	<b>\$ 17,927</b>	<b>\$ 16,830</b>	<b>\$ 16,712</b>	<b>\$ 16,709</b>
<b>Reported OCI</b>	<b>\$ 10,688</b>	<b>\$ 10,394</b>	<b>\$ 9,985</b>	<b>\$ 9,009</b>	<b>\$ 8,408</b>	<b>\$ 8,426</b>
NPM Adjustment Items	(63)	(53)	4	—	(145)	(5)
Asset impairment, exit, implementation, acquisition and disposition-related costs	—	—	2	92	83	28
Tobacco and health and certain other litigation items	101	83	79	72	103	72
COVID-19 special items	—	—	41	—	—	—
<b>Adjusted OCI</b>	<b>\$ 10,726</b>	<b>\$ 10,424</b>	<b>\$ 10,111</b>	<b>\$ 9,173</b>	<b>\$ 8,449</b>	<b>\$ 8,521</b>
<b>Adjusted OCI margins<sup>4</sup></b>	<b>59.0 %</b>	<b>57.6 %</b>	<b>56.4 %</b>	<b>54.5 %</b>	<b>50.6 %</b>	<b>51.0 %</b>
<b>Adjusted OCI CAGR 2017 - 2022</b>	<b>4.7 %</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, 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.

<sup>4</sup> Adjusted OCI margins are calculated as adjusted OCI divided by revenues net of excise taxes.

**ALTRIA GROUP, INC.**  
**and Subsidiaries**  
**Calculation of Total Debt to Adjusted EBITDA and Net Debt to Adjusted EBITDA Ratios**  
**For the Twelve Months Ended December 31, 2022 and 2019**  
**(dollars in millions)**  
**(Unaudited)**

	For the Twelve Months Ended December 31,	
	2022	2019
<b>Consolidated Net Earnings</b>	<b>\$ 5,764</b>	<b>\$ (1,298)</b>
(Income) loss from investments in equity securities and noncontrolling interests, net	3,641	(1,721)
Impairment of JUUL equity securities	—	8,600
(Gain) loss on Cronos-related financial instruments	15	1,442
Dividends from less than 50% owned affiliates	104	396
Provision for income taxes	1,625	2,064
Depreciation and amortization	226	226
Asset impairment and exit costs	—	159
Interest and other debt expense, net	1,058	1,280
<b>Consolidated EBITDA</b> <sup>1</sup>	<b>\$ 12,433</b>	<b>\$ 11,148</b>
Current portion of long-term debt	\$ 1,556	\$ 1,000
Long-term debt	25,124	27,042
<b>Total Debt</b> <sup>2</sup>	<b>26,680</b>	<b>28,042</b>
Cash and cash equivalents <sup>3</sup>	4,030	2,117
<b>Net Debt</b> <sup>4</sup>	<b>\$ 22,650</b>	<b>\$ 25,925</b>
<b>Ratios:</b>		
<b>Total Debt / Consolidated EBITDA</b>	<b>2.1</b>	<b>2.5</b>
<b>Net Debt / Consolidated EBITDA</b>	<b>1.8</b>	<b>2.3</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 Consolidated Balance Sheets at December 31, 2022 and 2019. See 2022 and 2019 Fourth-Quarter Earnings Releases, Schedule 10.

<sup>3</sup> Reflects cash and cash equivalents as presented on Altria’s Consolidated Balance Sheets at December 31, 2022 and 2019. See 2022 and 2019 Fourth-Quarter Earnings Releases, Schedule 10.

<sup>4</sup> Reflects total debt, less cash and cash equivalents at December 31, 2022 and 2019.