

**Reconciliations of the non-GAAP financial measures<sup>1</sup> presented in management’s remarks during Altria Group, Inc.’s 2023 First-Quarter Earnings Call and other additional reconciliation information.**

<b>Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products Segment</b>			
(\$ in millions)			
	<b>First Quarter</b>		
	<b>2023</b>	<b>2022</b>	<b>Change</b>
<b>Net revenues</b>	<b>\$ 5,090</b>	<b>\$ 5,265</b>	
Excise taxes	(928)	(1,044)	
<b>Revenues net of excise taxes</b>	<b>\$ 4,162</b>	<b>\$ 4,221</b>	
<b>Shipment volume (units in millions)<sup>2</sup></b>	<b>18,713</b>	<b>21,051</b>	
<b>Revenues net of excise taxes per 1000 units<sup>3</sup></b>	<b>\$ 222.41</b>	<b>\$ 200.51</b>	<b>10.9 %</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.

**ALTRIA GROUP, INC.**  
**and Subsidiaries**  
**Calculation of Total Debt to Adjusted EBITDA and Net Debt to Adjusted EBITDA Ratios**  
**For the Twelve Months Ended March 31, 2023**  
**(dollars in millions)**  
**(Unaudited)**

	<b>Total</b>
<b>Consolidated Net Earnings</b>	<b>\$ 5,592</b>
(Income) loss from investments in equity securities and noncontrolling interests, net	3,755
(Gain) loss on Cronos-related financial instruments	5
Dividends from less than 50% owned affiliates	104
Provision for income taxes	1,603
Depreciation and amortization	226
Interest and other debt expense, net	1,006
<b>Consolidated EBITDA<sup>1</sup></b>	<b>\$ 12,291</b>
Current portion of long-term debt	\$ 1,339
Long-term debt	24,048
<b>Total Debt<sup>2</sup></b>	<b>25,387</b>
Cash and cash equivalents <sup>3</sup>	3,913
<b>Net Debt<sup>4</sup></b>	<b>\$ 21,474</b>
<b>Ratios:</b>	
<b>Total Debt / Consolidated EBITDA</b>	<b>2.1</b>
<b>Net Debt / Consolidated EBITDA</b>	<b>1.7</b>

<sup>1</sup> Reflects the term “Consolidated EBITDA” as defined in Altria’s revolving credit agreement.

<sup>2</sup> Reflects total debt as presented on Altria’s Consolidated Balance Sheets at March 31, 2023. See 2023 First-Quarter Earnings Release, Schedule 7.

<sup>3</sup> Reflects cash and cash equivalents as presented on Altria’s Consolidated Balance Sheets at March 31, 2023. See 2023 First-Quarter Earnings Release, Schedule 7.

<sup>4</sup> Reflects total debt, less cash and cash equivalents at March 31, 2023.

<b>Altria and Consolidated Subsidiaries, Selected Financial Data</b>	
(\$ in millions)	
	<b>First Quarter</b>
	<b>2023</b>
<b>Net revenues</b>	<b>\$ 5,719</b>
Excise taxes	(956)
<b>Revenues net of excise taxes</b>	<b>\$ 4,763</b>
<b>Total reported operating companies income (OCI)</b>	<b>\$ 2,910</b>
Tobacco and health and certain other litigation items	12
<b>Total adjusted OCI</b>	<b>\$ 2,922</b>
<b>Total reported OCI margins <sup>1</sup></b>	<b>61.1 %</b>
<b>Total adjusted OCI margins <sup>1</sup></b>	<b>61.3 %</b>

<sup>1</sup> Total reported and adjusted OCI margins are calculated as total reported and adjusted OCI, respectively, divided by revenues net of excise taxes.