

Reconciliations of the non-GAAP financial measures¹ presented in management’s remarks during Altria Group, Inc.’s 2025 Fourth-Quarter Earnings Call and other additional reconciliation information.

Altria and Consolidated Subsidiaries, Selected Financial Data for Smokeable Products Segment						
(\$ in millions)						
	Fourth Quarter			Full Year		
	2025	2024	Change	2025	2024	Change
Net revenues	\$ 5,119	\$ 5,263		\$ 20,485	\$ 21,204	
Excise taxes	(743)	(839)		(3,042)	(3,469)	
Revenues net of excise taxes	\$ 4,376	\$ 4,424		\$ 17,443	\$ 17,735	
Drawback of duties paid ²	(27)	—		(71)	—	
Revenues for price realization	\$ 4,349	\$ 4,424		\$ 17,372	\$ 17,735	
Shipment volume (units in millions)³	15,739	17,024		63,538	70,336	
Price realization⁴	\$ 276.32	\$ 259.87	6.3 %	\$ 273.41	\$ 252.15	8.4 %

¹ Reconciliations of other non-GAAP financial measures can be found in Altria’s 2025 Fourth-Quarter Earnings Release.

² Represents drawback of duties paid on imported cigarettes (recognized in excise taxes on products in Altria’s condensed consolidated financial statements beginning in the second quarter of 2025).

³ Cigarettes volume includes domestic units sold as well as promotional units but excludes units not considered domestic, which are not material to Altria’s smokeable products segment.

⁴ Price realization is calculated as revenues for price realization divided by shipment volume multiplied by 1,000.