Reconciliations of non-GAAP financial measures provided at the 2017 Barclays Global Consumer Staples Conference

Boston, Massachusetts

September 6, 2017

Altria Group, Inc. and Consolidated Subsidiaries, Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) for the Debt Covenant*

($ in millions)

		Twelve Months Ended June 30, 2017**
Consolidated net earnings	**$**	**14,764**
Equity earnings and noncontrolling interests, net		(698)
Gain on AB InBev/SABMiller business combination		(14,116)
Dividends from less than 50% owned affiliates		1,173
Provision for income taxes		7,672
Depreciation and amortization		210
Loss on early extinguishment of debt		823
Asset impairment and exit costs		74
Interest and other debt expense, net		711
Consolidated EBITDA	**$**	**10,613**
Long-term debt	$	13,887
Discount on debt and debt issue costs		130
Debt	**$**	**14,017**
Debt / Consolidated EBITDA		**1.3**

*Reflects the terms "Consolidated EBITDA" and "Debt" as defined in Altria's senior unsecured 5-year revolving credit agreement.

**Twelve months ended June 30, 2017 data is calculated by adding the first six months 2017 and full-year 2016 financial data, then subtracting the first six months 2016 financial data.

Altria Group, Inc. and Consolidated Subsidiaries, Selected Financial Data for Smokeless Products

($ in millions)

	Three Months Ended June 30,		
	2017	2016	Growth Rate
Net revenues	**$ 564**	**$ 523**	
Excise taxes	(34)	(35)	
Revenues net of excise taxes	**$ 530**	**$ 488**	
Reported OCI	**$ 350**	**$ 338**	
Asset impairment, exit and implementation costs	21	—	
Adjusted OCI	**$ 371**	**$ 338**	**9.8%**

Altria Group, Inc. and Consolidated Subsidiaries, Selected Financial Data for Smokeless Products
($ in millions)

	Six Months Ended June 30, 2017	
Net revenues	**$**	**1,030**
Excise taxes		(64)
Revenues net of excise taxes	**$**	**966**
Reported OCI	**$**	**599**
Asset impairment, exit and implementation costs		42
Adjusted OCI	**$**	**641**
Adjusted OCI margin*		**66.4%**

*Adjusted OCI margin is calculated as adjusted OCI divided by revenues net of excise taxes.

Altria reports its financial results in accordance with U.S. generally accepted accounting principles (GAAP). Altria's management reviews operating companies income (OCI), which is defined as operating income before general corporate expenses and amortization of intangibles, to evaluate the performance of, and allocate resources to, the segments. Altria's management also reviews certain financial results, including OCI and operating margins, on an adjusted basis, which exclude certain income and expense items that management believes are not part of underlying operations. These items may include, for example, loss on early extinguishment of debt, restructuring charges, gain on AB InBev/SABMiller business combination, AB InBev/SABMiller special items, certain tax items, charges associated with tobacco and health litigation items, and settlements of, and determinations made in connection with, certain non-participating manufacturer (NPM) adjustment disputes under the Master Settlement Agreement (such settlements and determinations are referred to collectively as NPM Adjustment Items). Altria's management does not view any of these special items to be part of Altria's underlying results as they may be highly variable, may be infrequent, are difficult to predict and can distort underlying business trends and results. Altria's management believes that adjusted financial measures provide useful additional insight into underlying business trends and results and provide a more meaningful comparison of year-over-year results. Altria's management uses adjusted financial measures for planning, forecasting and evaluating business and financial performance, including allocating resources and evaluating results relative to employee compensation targets. These adjusted financial measures are not consistent with GAAP and may not be calculated the same as similarly titled measures used by other companies. These adjusted financial measures should thus be considered as supplemental in nature and not considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP.

Source: Altria Group, Inc.