Our Mission is to own and develop financially disciplined businesses that are leaders in responsibly providing adult tobacco and wine consumers with superior branded products.

Outstanding Shareholder Value

Grew Adjusted Diluted EPS\(^1\) +11.9%

$7.7 Billion in Dividends Paid and Shares Repurchased

Increased Our Dividend by +8.2% the 51st Dividend Increase In 48 Years

Long-Term Financial Goals\(^2\)

Grow adjusted diluted EPS at an average annual rate of rate of 7% to 9%

Maintain a target dividend payout ratio of approximately 80% of adjusted diluted EPS

Strategies

MAXIMIZE income from combustible tobacco businesses.

Smokeable adjusted OCI up +7% and adjusted OCI margins expanded 3pp vs. 2016.\(^1\)

GROW income over time with non-combustible tobacco products.

We have three platforms within our innovative products portfolio that presently hold the most promise for U.S. adult tobacco consumers.

MANAGE diverse income streams and strong balance sheet to deliver consistent financial performance over the long term.

Altria’s alcohol assets provide diverse income streams and serve a complementary role to our core tobacco businesses.

Our Innovation Aspiration is to be the U.S. leader in authorized, non-combustible, reduced-risk products.

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1. For reconciliation of non-GAAP to GAAP measures visit altria.com.  
2. Forward-looking statement. Actual results may vary materially from estimates due to various factors. See “Cautionary Factors That May Affect Future Results” in Altria’s Quarterly Report on Form 10-Q for the period ended March 31, 2018. Future dividend payments remain subject to the discretion of Altria’s Board of Directors.
In 2017, Altria’s companies gave nearly $55 million in cash and in-kind contributions, benefiting both leading national causes and important non-profits working in our communities.

“We firmly believe we have the talent, capability and resources to successfully pursue our aspiration to be the U.S. leader in FDA-authorized, non-combustible reduced-risk products.”

Marty Barrington
Chairman, CEO and President

Our Commitment To Our Communities

Altria ranked #4 on Corporate Responsibility Magazine’s 100 Best Corporate Citizens List

Reducing the Harm of Tobacco Products
Our companies are developing tobacco products that may offer lower risk for adult tobacco consumers and engaging with the FDA about them.

Marketing Responsibly
Our companies build relationships between brands and their adult consumer audiences while taking steps designed to limit reach to unintended audiences. In support of this goal, we train all of our brand employees and key business partners on our marketing guidelines and policies.

Managing Our Supply Chain Responsibly
Our companies work with diverse suppliers to deliver high-quality goods and services by communicating expectations, monitoring and assessing supplier performance and engaging with them and other stakeholders.

Developing Our Employees and Culture
Our goal is to develop high-performing and engaged employees who help us continue to deliver superior results in the future.

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