

Philip Morris Products S.A.	Confidential
2024 Annual Report: IQOS devices & HeatSticks	Page 1 of 2
Annex 4: Summary Sales and Distribution	Version 1.0

Annex 4: Summary of U.S. Sales and Distribution

FDA STN No.	Tobacco Product Name
PM0000424 - MR0000059	<i>Marlboro Amber HeatSticks</i>
PM0000425 - MR0000060	<i>Marlboro Green Menthol HeatSticks</i>
PM0000426 - MR0000061	<i>Marlboro Blue Menthol HeatSticks</i>
PM0000479 - MR0000133	<i>IQOS System Holder and Charger</i>
PM0000634 - MR0000192 ¹	<i>IQOS 3 System Holder and Charger</i>
PM0004691.PD1	<i>Marlboro Amber HeatSticks</i>
PM0004337.PD1	<i>Marlboro Sienna HeatSticks</i>
PM0004337.PD2 ²	<i>Marlboro Bronze HeatSticks</i>
EX0002940.PD1 ³	<i>Marlboro Amber HeatSticks</i>
EX0002940.PD3	<i>Marlboro Green Menthol HeatSticks</i>
EX0002940.PD5	<i>Marlboro Blue Menthol HeatSticks</i>
EX0003036.PD1	<i>Marlboro Bronze HeatSticks</i>
EX0003036.PD3	<i>Marlboro Sienna HeatSticks</i>
Reporting Period	March 1, 2023 to February 29, 2024

¹ a04 is responsive to the April 30, 2019 Marketing Order for PM0000424-PM0000426 and PM0000479, the December 7, 2020 Marketing Granted Order for PM0000634 and the January 26, 2023 Marketing Granted Order for PM0004691.PD1 and PM0004337.PD1-PD2. We refer to all orders collectively here as the “Marketing Orders”.

² a04 corresponds to Appendix C Section 9a and 9b of the January 26, 2023 Marketing Granted Order for PM0004691.PD1 and PM0004337.PD1-PD2.

³ a04 corresponds to Appendix A of the January 19, 2024 Exemption Request Granted Order. Products under this Exemption Request Granted Order for EX0002940.PD3, EX0002940.PD5, EX0003036.PD1, EX0003036.PD3 and EX0002940.PD1 were not commercialized during the reportable data period, therefore there is no data to report for these products.

Confidentiality Statement

Data and information contained in this document are considered to constitute trade secrets and confidential commercial information, and the legal protections provided to such trade secrets and confidential information are hereby claimed under the applicable provisions of United States law. No part of this document may be publicly disclosed without the written consent of Philip Morris Products S.A.

Philip Morris Products S.A.	Confidential
2024 Annual Report: IQOS devices & HeatSticks	Page 2 of 2
Annex 4: Summary Sales and Distribution	Version 1.0

The Marketing Orders require submission of an Annual Report with a summary of how the marketing of the tobacco products continues to be appropriate for the protection of public health, including a “summary of U.S. sales and distribution of the tobacco products, not previously submitted.” Pursuant to the relevant Letters of Authorization from Philip Morris Products S.A.⁴, Altria Client Services LLC, on behalf of Philip Morris USA Inc., has previously submitted the requested sales and distribution data in quarterly submissions.

The following quarterly reports were submitted to FDA in 2023 and 2024 and are cross-referenced in this Annual Report:

- **Quarterly Report I** (July 28, 2023)
- **Quarterly Report II** (October 30, 2023)
- **Quarterly Report III** (January 30, 2024)
- **Quarterly Report IV** (April 30, 2024)

Each of these reports show no sales and no distribution, as on September 29, 2021 the United States International Trade Commission (ITC) issued a Cease and Desist Order (CDO) that prohibited the importation, marketing, sale and distribution of *IQOS*® devices and Marlboro HeatSticks®. As a result, PM USA stopped marketing and selling all *IQOS*® devices and Marlboro HeatSticks® by November 28, 2021. We did not conduct any sales or distribution of *IQOS*® holders, chargers, or HeatSticks® during the Reporting Period, and there is no data to report for this Reporting Period.

⁴ Currently effective Letters of Authorization sent to FDA on October 23, 2019, January 22, 2021 and November 18, 2022, to authorize Altria Client Services LLC, to submit quarterly reports on behalf of PMP S.A.

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