

Philip Morris Products S.A.	Confidential
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Annex 4: Summary Sales and Distribution	Version 1.0

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

Product	Marlboro Amber <i>HeatSticks</i> Marlboro Green Menthol <i>HeatSticks</i> Marlboro Blue Menthol <i>HeatSticks</i> <i>IQOS</i> System Holder and Charger <i>IQOS</i> 3 System Holder and Charger
FDA STN	PM0000424-PM0000426, PM0000479 and PM0000634
Reporting Period	March 1, 2021 to February 28, 2022

The Marketing Orders¹ 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.², Altria Client Services LLC, on behalf of Philip Morris USA Inc., has previously submitted the requested sales and distribution data in quarterly submissions.

¹ This Annex is responsive to the April 30, 2019 Marketing Order for PM0000424-PM0000426 and PM0000479, and the December 7, 2020 Marketing Granted Order for PM0000634. We refer to both orders collectively here as the “Marketing Orders”.

² Currently effective Letters of Authorization sent to FDA on October 23, 2019 and January 22, 2021, to authorize Altria Client Services LLC, to submit quarterly reports on behalf of PMP S.A.

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.

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The following quarterly reports were submitted to FDA in 2021 and 2022 and are cross-referenced in this Annual Report:

- **Quarterly Report I** (July 30, 2021)
- **Quarterly Report II** (October 29, 2021)
- **Quarterly Report III** (January 28, 2022)
- **Quarterly Report IV** (April 29, 2022)

These reports represent only IQOS 3 data because IQOS and HeatSticks data were no longer required in quarterly reports after the two year requirement period set forth in the Marketing Orders.

Full year 2021 volume and sales data for all authorized SKUs is included in the Post Market Surveillance and Studies (PMSS) report, [Annex P01-5](#).

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