

# The receipt of dividend payments from international tobacco profits

Estimated payments to institutional shareholders in fiscal 2009.

## Key findings

- About two-thirds of the shareholders of the four large multinational tobacco companies are institutional shareholders.
- The four large multinational tobacco companies distributed about \$9.5 billion dollars in dividend payments on profits made in the 2009 fiscal year. Of that amount, about \$8.4 billion (88%) was derived from transnational tobacco sales (i.e. sales in a country other than the home nation of the multinational tobacco company).
- The “top 10” recipient nations of dividend payments from multinational tobacco companies are:

Country	% of all dividend payments	% of dividend payments to identified shareholders
1. United States	36%	57%
2. United Kingdom	20%	31%
3. Japan	5%	7%
4. Luxembourg	2%	3%
5. Switzerland	1.3%	2%
6. Germany	1.1%	1.5%
7. Canada	0.9%	1.4%
8. Netherlands	0.7%	1.1%
9. Lebanon	0.6%	0.9%
10. South Africa	0.6%	0.9%

- About one third of dividend payments from the four large tobacco multinationals is sent to institutional shareholders located in FCTC countries. About one-third is sent to institutional shareholders in non-FCTCC countries. The final third is sent to non-institutional shareholders.
- Philip Morris International reports that one-half of its sales and one-third of its profits come from developing countries (33%).<sup>1</sup> Of the \$1.3 billion in dividends it paid as a result of sales in developing countries, \$677 million went to the United States, \$54 million went to the United Kingdom, and \$14 million went to Canada.
- BAT reports that three-quarters of its cigarettes are sold in developing countries, and that two-thirds of its profits come from developing countries.<sup>2</sup> Of the \$2 billion it paid in dividends as a result of sales in developing countries, \$1 billion went to institutional investors known to be based in FCTC Parties, including \$743 million to shareholders in the United Kingdom.
- One quarter of dividends received in Canada are a result of direct investments by pension plans which operate under government authority. The largest of these is the Canada Pension Plan Investment Board, which receive 9% of all dividends derived from these tobacco companies. Others include the Caisse de depot (6.7%), the British Columbia Investment Management Corporation (5.3%), and three Ontario pension plans (totalling 3.1%).

## Methods

Tobacco companies distribute a portion of their net earnings to their shareholders in the form of dividend payments. For publicly traded companies, profits and dividend payments are a matter of public record (through Annual reports). Lists of shareholders are not public, except when the shareholders are registered with stock exchanges, as is the case with more than half of the shareholders of the four largest global tobacco companies (Philip Morris International, British American Tobacco, Imperial Tobacco Group, Japan Tobacco).

Each company declared dividends on its shares of the following amounts:

Company	Fiscal Year End	Dividend Declared	US\$ equivalent
Philip Morris International.	December 31, 2009	USD 2.32	USD 2.32
British American Tobacco	December 31, 2009	GBP 0.995	USD 1.61
Imperial Tobacco	September 30, 2009	GBP 0.73	USD 1.17
Japan Tobacco	March 31, 2010	JPY 5,800	USD 62.08

Because shares are frequently bought and sold, recorded shareholdings fluctuate with every market transaction. We used a snapshot of registered shareholdings produced by the Toronto Stock Exchange on September 28, 2010 to establish residency of institutional shareholders on that date. Private shareholders (who own about one-third of the shares of each company) are not identified.

## Results

The results are shown on the tables below.

- Table 1 shows the distribution of shares on September 30, 2010.
- Table 2 shows an approximation of receipt of dividend payments in 2010 to institutional shareholders from all companies for fiscal year with the most months in 2009.
- Table 3 shows an approximation of receipt of dividend payments from Philip Morris International by regional source of income for the fiscal year with the most months in 2009.
- Table 4 shows an approximation of receipt of dividend payments from British American Tobacco by regional source of income for the fiscal year with the most months in 2009.
- Table 5 shows an approximation of receipt of dividend payments from Imperial Tobacco by regional source of income for the fiscal year with the most months in 2009.
- Table 6 shows an approximation of receipt of dividend payments from Japan Tobacco by regional source of income for the fiscal year with the most months in 2009.
- Table 7: Estimated Receipt of dividend payments from Repatriated Sales of Tobacco Products (i.e. derived from revenues from tobacco sales by multinational companies in countries outside of their national headquarters).
- Table 8: Shareholdings of Canadian institutional investors in multinational tobacco companies, September 30, 2010, number of shares
- Table 9: Estimated Receipt of dividend payments to Canadian institutional shareholders from multinational tobacco companies in fiscal 2009-10

**TABLE 1: REGISTERED SHAREHOLDINGS IN TOBACCO COMPANIES, SEPTEMBER 30, 2010.**

	Japan Tobacco		Philip Morris International		Imperial Tobacco Inc.		British American Tobacco	
	%	Number	%	Number	%	Number	%	Number
Australia	0.00%	170	0.08%	1,428,251	0.04%	393,858	0.08%	1,631,479
Hong Kong	0.04%	4,079	0.00%	50,102	0.07%	795,607	0.05%	1,096,724
Japan	52.50%	5,249,709	0.95%	17,861,888	0.87%	9,302,216	0.83%	16,873,905
Malaysia							0.06%	1,117,216
Singapore	0.02%	1,922	0.00%	57,122	0.00%	200	0.02%	324,444
South Korea	0.00%	493					0.06%	1,199,033
<b>WPRO - FCTC Parties</b>	<b>52.6%</b>	<b>5,256,373</b>	<b>1.03%</b>	<b>19,397,363</b>	<b>0.98%</b>	<b>10,491,881</b>	<b>1.10%</b>	<b>22,242,801</b>
Lebanon					0.17%	1,763,073	1.67%	33,744,530
UAE					0.06%	663,597	0.08%	1,653,749
<b>EMRO - FCTC Parties</b>					<b>0.23%</b>	<b>2,426,670</b>	<b>1.75%</b>	<b>35,398,279</b>
Argentina			0.00%	1,300				
Bermuda	0.17%	17,373						
Canada	0.18%	17,629	1.24%	23,335,356	0.41%	4,397,800	0.63%	12,838,092
Chile	0.00%	31	0.00%	3,231			0.00%	10,967
<b>AMRO - FCTC Parties</b>	<b>0.35%</b>	<b>35,033</b>	<b>1.24%</b>	<b>23,339,887</b>	<b>0.41%</b>	<b>4,397,800</b>	<b>0.63%</b>	<b>12,849,059</b>
South Africa	0.04%	3,897	0.06%	1,135,772	0.01%	89,622	1.47%	29,790,756
<b>AFRO - FCTC Parties</b>	<b>0.04%</b>	<b>3,897</b>	<b>0.06%</b>	<b>1,135,772</b>	<b>0.01%</b>	<b>89,622</b>	<b>1.47%</b>	<b>29,790,756</b>
Austria	0.00%	427	0.01%	105,568	0.01%	54,775	0.01%	199,420
Belgium	0.02%	2,000	0.10%	1,882,754	0.25%	2,639,457	0.13%	2,577,980
Czech Rep.			0.00%	11,500				
Denmark	0.61%	60,556	0.20%	3,832,177	0.09%	966,282	0.41%	8,393,920
Finland					0.11%	1,172,282	0.06%	1,133,425
France	0.07%	7,045	0.15%	2,821,613	0.94%	10,084,237	0.54%	10,938,451
Germany	0.15%	14,584	0.70%	13,199,762	1.67%	17,833,629	1.39%	28,124,725
Greece			0.00%	40,748	0.00%	1,530	0.00%	13,139
Iceland			0.00%	13,000				
Ireland	0.05%	4,958	0.25%	4,644,051	0.69%	7,348,675	0.26%	5,183,176
Isle of Man							0.02%	466,493
Italy	0.02%	2,236	0.04%	700,144	0.46%	4,898,837	0.14%	2,807,557
Luxembourg	0.23%	23,488	0.04%	715,438	0.48%	5,110,215	4.88%	98,936,417
Netherlands	0.07%	6,649	0.43%	8,158,977	1.49%	15,897,421	0.86%	17,451,509
Norway	0.00%	137	0.00%	36,606	0.01%	89,726	0.01%	256,800
Poland					0.00%	900		
Portugal			0.00%	38,024	0.00%	4,655	0.01%	182,057
Spain	0.00%	211	0.04%	670,388	0.13%	1,392,514	0.04%	712,898
Sweden	0.11%	10,729	0.21%	3,973,178	0.23%	2,504,673	0.39%	7,956,872
UK	1.91%	190,763	4.76%	89,728,571	37.71%	402,744,032	34.53%	699,287,656
<b>EURO - FCTC Parties</b>	<b>3.24%</b>	<b>323,783</b>	<b>6.92%</b>	<b>130,572,499</b>	<b>44.27%</b>	<b>472,743,840</b>	<b>43.687%</b>	<b>884,622,495</b>
Guernsey				2,708				
Jersey	0.01%	1,307	0.01%	233,830	0.02%	221,192	0.02%	398,393
Lichenstein	0.00%	96	0.00%	72,800			0.00%	60,218
Switzerland	0.16%	15,563	0.23%	4,393,956	0.19%	2,058,976	3.18%	64,420,463
Taiwan	0.01%	518	0.00%	94,130	0.01%	69,567	0.01%	115,689
United States	7.88%	788,151	59.56%	1,123,957,480	13.19%	140,815,511	10.69%	216,517,274
<b>Non Parties</b>	<b>8.06%</b>	<b>805,635</b>	<b>59.82%</b>	<b>1,128,754,904</b>	<b>13.41%</b>	<b>143,165,246</b>	<b>13.90%</b>	<b>281,512,037</b>
Other	0.86%	86,102	0.08%	1,570,412	2.95%	31,502,241	0.98%	19,903,716
company own shares	4.19%	419,103	6.87%	129,700,000	4.82%	51,481,000	1.43%	28,960,054
Unknown	30.70%	3,070,074	23.98%	452,530,463	32.93%	351,644,581	35.06%	710,085,425
<b>Unknown/Other</b>	<b>35.75%</b>	<b>3,575,279</b>	<b>30.94%</b>	<b>583,800,875</b>	<b>40.70%</b>	<b>434,627,822</b>	<b>37.47%</b>	<b>758,949,195</b>
<b>Total</b>	<b>100%</b>	<b>10,000,000</b>	<b>100.0%</b>	<b>1,887,000,000</b>	<b>100.0%</b>	<b>1,067,942,881</b>	<b>100.0%</b>	<b>2,025,364,622</b>

**TABLE 2: ESTIMATED DIVIDEND PAYMENT FROM TOBACCO SALES FOR THE FISCAL YEAR WITH THE MOST MONTHS IN 2009**

All figures in US\$	Japan Tobacco	Philip Morris International	Imperial Tobacco Inc.	British American Tobacco	Total	
<b>Estimated dividend payment per share (US\$ equivalent)</b>	<b>62.08</b>	<b>2.32</b>	<b>1.17</b>	<b>1.61</b>	<b>%</b>	
South Africa	241,926	2,634,991	104,858	47,963,117	0.6%	50,944,892
<b>AFRO total</b>	<b>241,926</b>	<b>2,634,991</b>	<b>104,858</b>	<b>47,963,117</b>	<b>0.6%</b>	<b>50,944,892</b>
Bermuda	1,078,516					1,078,516
Canada	1,094,408	54,138,026	5,145,426	20,669,328	0.9%	81,047,188
Chile	1,924	7,496		17,657	0.0%	27,077
<b>AMRO total</b>	<b>2,174,849</b>	<b>54,145,522</b>	<b>5,145,426</b>	<b>20,686,985</b>	<b>0.9%</b>	<b>82,152,781</b>
Lebanon			2,062,795	54,328,693	0.6%	56,391,489
UAE			776,408	2,662,536	0.0%	3,438,944
<b>EMRO Total</b>			<b>2,839,204</b>	<b>56,991,229</b>	<b>0.7%</b>	<b>59,830,433</b>
Austria	26,508	244,918	64,087	321,066	0.0%	656,579
Belgium	124,160	4,367,989	3,088,165	4,150,548	0.1%	11,730,862
Denmark	3,759,316	8,890,651	1,130,550	13,514,211	0.3%	27,294,728
Finland			1,371,570	1,824,814	0.0%	3,196,384
France	437,354	6,546,142	11,798,557	17,610,906	0.4%	36,392,959
Germany	905,375	30,623,448	20,865,346	45,280,807	1.1%	97,674,976
Greece		94,535	1,790	21,154	0.0%	117,479
Iceland		30,160			0.0%	30,160
Ireland	307,793	10,774,198	8,597,950	8,344,913	0.3%	28,024,854
Italy	138,811	1,624,334	5,731,639	4,520,167	0.1%	12,014,951
Luxembourg	1,458,135	1,659,816	5,978,952	159,287,631	1.9%	168,384,534
Netherlands	412,770	18,928,827	18,599,983	28,096,929	0.7%	66,038,509
Norway	8,505	84,926	104,979	413,448	0.0%	611,858
Poland			1,053		0.0%	1,053
Portugal		88,216	5,446	293,112	0.0%	386,774
Spain	13,099	1,555,300	1,629,241	1,147,766	0.0%	4,345,406
Sweden	666,056	9,217,773	2,930,467	12,810,564	0.3%	25,624,861
United Kingdom	11,842,567	208,170,285	471,210,517	1,125,853,126	20.4%	1,817,076,495
<b>EURO Total</b>	<b>20,100,449</b>	<b>302,901,518</b>	<b>553,110,293</b>	<b>1,423,491,163</b>	<b>25.9%</b>	<b>2,299,603,422</b>
Australia	10,554	3,313,542	460,814	2,626,681	0.1%	6,411,591
Hong Kong	253,224	116,237	930,860	1,765,726	0.0%	3,066,047
Japan	325,901,935	41,439,580	10,883,593	27,166,987	4.6%	405,392,095
Malaysia				1,798,718	0.0%	1,798,718
Singapore	119,318	132,523	234	522,355	0.0%	774,430
South Korea	30,605			1,930,443	0.0%	1,961,049
<b>WPRO Total</b>	<b>326,315,636</b>	<b>45,001,882</b>	<b>12,275,501</b>	<b>35,810,910</b>	<b>4.7%</b>	<b>419,403,928</b>
<b>FCTC Parties Total</b>	<b>348,832,859</b>	<b>404,683,913</b>	<b>573,475,281</b>	<b>1,584,943,404</b>	<b>32.7%</b>	<b>2,911,935,457</b>
Argentina		3,016			0.0%	3,016
Czech Rep.		26,680			0.0%	26,680
Guernsey		6,283			0.0%	6,283
Isle of Man				751,054	0.0%	751,054
Jersey	81,139	542,486	258,795	641,413	0.0%	1,523,832
Lichenstein	5,960	168,896		96,951	0.0%	271,807
Switzerland	966,151	10,193,978	2,409,002	103,716,945	1.3%	117,286,076
Taiwan	32,157	218,382	81,393	186,259	0.0%	518,192
United States	48,928,414	2,607,581,354	164,754,148	348,592,811	35.6	3,169,856,727
<b>Non Parties Total</b>	<b>50,013,821</b>	<b>2,618,741,073</b>	<b>167,503,338</b>	<b>453,985,433</b>	<b>37%</b>	<b>3,290,243,665</b>
Unknown	190,590,194	1,049,870,674	411,424,160	1,143,237,534	<b>36.3</b>	3,228,902,933
Other	5,345,212	364,335,84	36,857,622	32,044,983	0.9%	77,891,173
<b>Unknown / Other</b>	<b>195,935,406</b>	<b>1,053,514,030</b>	<b>448,281,782</b>	<b>1,175,282,517</b>	<b>37.4</b>	<b>3,306,794,106</b>
<b>TOTAL</b>	<b>594,782,086</b>	<b>4,076,939,016</b>	<b>1,186,421,197</b>	<b>3,157,220,125</b>		<b>9,449,142,795</b>

**TABLE 3: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS FROM PHILIP MORRIS INTERNATIONAL BY REGIONAL SOURCE OF INCOME FOR FISCAL 2009-10**

	OECD countries	Non-OECD countries	Eastern Europe, Middle East and Africa	Asia	Latin America and Canada	European Union	Total
<b>Percentage of total income</b>	<b>66%</b>	<b>33%</b>	<b>26%</b>	<b>24%</b>	<b>6%</b>	<b>44%</b>	<b>100%</b>
<b>Dividend per share</b>	<b>\$ 1.53</b>	<b>\$ 0.77</b>	<b>\$0.60</b>	<b>\$0.55</b>	<b>\$0.15</b>	<b>\$1.02</b>	<b>\$2.32</b>
South Africa	1,739,094	869,547	685,098	632,398	158,099	1,159,396	2,634,991
<b>AFRO total</b>	<b>1,739,094</b>	<b>869,547</b>	<b>685,098</b>	<b>632,398</b>	<b>158,099</b>	<b>1,159,396</b>	<b>2,634,991</b>
Canada	35,731,097	17,865,549	14,075,887	12,993,126	3,248,282	23,820,731	54,138,026
Chile	4,947	2,474	1,949	1,799	450	3,298	7,496
<b>AMRO total</b>	<b>35,736,044</b>	<b>17,868,022</b>	<b>14,077,836</b>	<b>12,994,925</b>	<b>3,248,731</b>	<b>23,824,030</b>	<b>54,145,522</b>
Austria	161,646	80,823	63,679	58,780	14,695	107,764	244,918
Belgium	2,882,873	1,441,436	1,135,677	1,048,317	262,079	1,921,915	4,367,989
Denmark	5,867,829	2,933,915	2,311,569	2,133,756	533,439	3,911,886	8,890,651
France	4,320,454	2,160,227	1,701,997	1,571,074	392,769	2,880,303	6,546,142
Germany	20,211,476	10,105,738	7,962,096	7,349,627	1,837,407	13,474,317	30,623,448
Greece	62,393	31,197	24,579	22,688	5,672	41,596	94,535
Iceland	19,906	9,953	7,842	7,238	1,810	13,270	30,160
Ireland	7,110,971	3,555,485	2,801,292	2,585,808	646,452	4,740,647	10,774,198
Italy	1,072,060	536,030	422,327	389,840	97,460	714,707	1,624,334
Luxembourg	1,095,479	547,739	431,552	398,356	99,589	730,319	1,659,816
Netherlands	12,493,026	6,246,513	4,921,495	4,542,918	1,135,730	8,328,684	18,928,827
Norway	56,051	28,026	22,081	20,382	5,096	37,367	84,926
Portugal	58,222	29,111	22,936	21,172	5,293	38,815	88,216
Spain	1,026,498	513,249	404,378	373,272	93,318	684,332	1,555,300
Sweden	6,083,730	3,041,865	2,396,621	2,212,266	553,066	4,055,820	9,217,773
United Kingdom	137,392,388	68,696,194	54,124,274	49,960,868	12,490,217	91,594,925	208,170,285
<b>EURO Total</b>	<b>199,915,002</b>	<b>99,957,501</b>	<b>78,754,395</b>	<b>72,696,364</b>	<b>18,174,091</b>	<b>133,276,668</b>	<b>302,901,518</b>
Australia	2,186,938	1,093,469	861,521	795,250	198,813	1,457,959	3,313,542
Hong Kong	76,716	38,358	30,222	27,897	6,974	51,144	116,237
Japan	27,350,123	13,675,061	10,774,291	9,945,499	2,486,375	18,233,415	41,439,580
Singapore	87,465	43,733	34,456	31,806	7,951	58,310	132,523
<b>WPRO Total</b>	<b>29,701,242</b>	<b>14,850,621</b>	<b>11,700,489</b>	<b>10,800,452</b>	<b>2,700,113</b>	<b>19,800,828</b>	<b>45,001,882</b>
<b>FCTC Parties Total</b>	<b>267,091,382</b>	<b>133,545,691</b>	<b>105,217,817</b>	<b>97,124,139</b>	<b>24,281,035</b>	<b>178,060,922</b>	<b>404,683,913</b>
Argentina	1,991	995	784	724	181	1,327	3,016
Czech Rep.	17,609	8,804	6,937	6,403	1,601	11,739	26,680
Guernsey	4,146	2,073	1,633	1,508	377	2,764	6,283
Jersey	358,040	179,020	141,046	130,197	32,549	238,694	542,486
Lichenstein	111,471	55,736	43,913	40,535	10,134	74,314	168,896
Switzerland	6,728,025	3,364,013	2,650,434	2,446,555	611,639	4,485,350	10,193,978
Taiwan	144,132	72,066	56,779	52,412	13,103	96,088	218,382
United States	1,721,003,693	860,501,847	677,971,152	625,819,525	156,454,881	1,147,335,796	2,607,581,354
<b>Non Parties Total</b>	<b>1,728,369,108</b>	<b>864,184,554</b>	<b>680,872,679</b>	<b>628,497,858</b>	<b>157,124,464</b>	<b>1,152,246,072</b>	<b>2,618,741,073</b>
Unknown	692,914,645	346,457,322	272,966,375	251,968,962	62,992,240	461,943,097	1,049,870,674
Other	2,404,615	1,202,307	947,273	874,405	218,601	1,603,077	3,643,356
<b>Unknown / Other</b>	<b>695,319,260</b>	<b>347,659,630</b>	<b>273,913,648</b>	<b>252,843,367</b>	<b>63,210,842</b>	<b>463,546,173</b>	<b>1,053,514,030</b>
<b>Total</b>	<b>2,690,779,751</b>	<b>1,345,389,875</b>	<b>1,060,004,144</b>	<b>978,465,364</b>	<b>244,616,341</b>	<b>1,793,853,167</b>	<b>4,076,939,016*</b>

**TABLE 4: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS FROM BRITISH AMERICAN TOBACCO BY REGIONAL SOURCE OF INCOME FOR FISCAL 2009-10**

	Americas	Western Europe	Asia Pacific	Eastern Europe	Africa and Middle East	Developing countries	Total
% of total income	27%	22%	26%	9%	16%	66%	100%
Amount of dividend	\$0.43	\$0.35	\$0.42	\$0.14	\$0.26	\$1.06	\$1.61
<b>AFRO</b>							
South Africa	12,950,042	10,551,886	12,470,410	4,316,681	7,674,099	31,655,657	47,963,117
<b>AFRO total</b>	<b>12,950,042</b>	<b>10,551,886</b>	<b>12,470,410</b>	<b>4,316,681</b>	<b>7,674,099</b>	<b>31,655,657</b>	<b>47,963,117</b>
Canada	5,580,719	4,547,252	5,374,025	1,860,240	3,307,092	13,641,757	20,669,328
Chile	4,767	3,885	4,591	1,589	2,825	11,654	17,657
<b>AMRO total</b>	<b>5,585,486</b>	<b>4,551,137</b>	<b>5,378,616</b>	<b>1,861,829</b>	<b>3,309,918</b>	<b>13,653,410</b>	<b>20,686,985</b>
Lebanon	14,668,747	11,952,313	14,125,460	4,889,582	8,692,591	35,856,938	54,328,693
UAE	718,885	585,758	692,259	239,628	426,006	1,757,274	2,662,536
<b>EMRO Total</b>	<b>15,387,632</b>	<b>12,538,070</b>	<b>14,817,720</b>	<b>5,129,211</b>	<b>9,118,597</b>	<b>37,614,211</b>	<b>56,991,229</b>
Austria	86,688	70,635	83,477	28,896	51,371	211,904	321,066
Belgium	1,120,648	913,121	1,079,142	373,549	664,088	2,739,362	4,150,548
Denmark	3,648,837	2,973,126	3,513,695	1,216,279	2,162,274	8,919,379	13,514,211
Finland	492,700	401,459	474,452	164,233	291,970	1,204,377	1,824,814
France	4,754,945	3,874,399	4,578,836	1,584,982	2,817,745	11,623,198	17,610,906
Germany	12,225,818	9,961,778	11,773,010	4,075,273	7,244,929	29,885,333	45,280,807
Greece	5,712	4,654	5,500	1,904	3,385	13,962	21,154
Ireland	2,253,127	1,835,881	2,169,677	751,042	1,335,186	5,507,643	8,344,913
Italy	1,220,445	994,437	1,175,243	406,815	723,227	2,983,310	4,520,167
Luxembourg	43,007,660	35,043,279	41,414,784	14,335,887	25,486,021	105,129,837	159,287,631
Netherlands	7,586,171	6,181,324	7,305,202	2,528,724	4,495,509	18,543,973	28,096,929
Norway	111,631	90,959	107,496	37,210	66,152	272,876	413,448
Portugal	79,140	64,485	76,209	26,380	46,898	193,454	293,112
Spain	309,897	252,508	298,419	103,299	183,643	757,525	1,147,766
Sweden	3,458,852	2,818,324	3,330,747	1,152,951	2,049,690	8,454,972	12,810,564
United Kingdom	303,980,344	247,687,688	292,721,813	101,326,781	180,136,500	743,063,063	1,125,853,126
<b>EURO Total</b>	<b>384,342,614</b>	<b>313,168,056</b>	<b>370,107,702</b>	<b>128,114,205</b>	<b>227,758,586</b>	<b>939,504,168</b>	<b>1,423,491,163</b>
Australia	709,204	577,870	682,937	236,401	420,269	1,733,610	2,626,681
Hong Kong	476,746	388,460	459,089	158,915	282,516	1,165,379	1,765,726
Japan	7,335,087	5,976,737	7,063,417	2,445,029	4,346,718	17,930,211	27,166,987
Malaysia	485,654	395,718	467,667	161,885	287,795	1,187,154	1,798,718
Singapore	141,036	114,918	135,812	47,012	83,577	344,754	522,355
South Korea	521,220	424,697	501,915	173,740	308,871	1,274,092	1,930,443
<b>WPRO Total</b>	<b>9,668,946</b>	<b>7,878,400</b>	<b>9,310,836</b>	<b>3,222,982</b>	<b>5,729,746</b>	<b>23,635,200</b>	<b>35,810,910</b>
<b>FCTC Parties Total</b>	<b>427,934,719</b>	<b>348,687,549</b>	<b>412,085,285</b>	<b>142,644,906</b>	<b>253,590,945</b>	<b>1,046,062,647</b>	<b>1,584,943,404</b>
Isle of Man	202,785	165,232	195,274	67,595	120,169	495,695	751,054
Jersey	173,181	141,111	166,767	57,727	102,626	423,332	641,413
Lichenstein	26,177	21,329	25,207	8,726	15,512	63,988	96,951
Switzerland	28,003,575	22,817,728	26,966,406	9,334,525	16,594,711	68,453,184	103,716,945
Taiwan	50,290	40,977	48,427	16,763	29,801	122,931	186,259
United States	94,120,059	76,690,418	90,634,131	31,373,353	55,774,850	230,071,255	348,592,811
<b>Non Parties Total</b>	<b>122,576,067</b>	<b>99,876,795</b>	<b>118,036,213</b>	<b>40,858,689</b>	<b>72,637,669</b>	<b>299,630,386</b>	<b>453,985,433</b>
Unknown	308,674,134	251,512,258	297,241,759	102,891,378	182,918,005	754,536,773	1,143,237,534
Other	8,652,145	7,049,896	8,331,696	2,884,048	5,127,197	21,149,689	32,044,983
<b>Unknown / Other</b>	<b>317,326,280</b>	<b>258,562,154</b>	<b>305,573,454</b>	<b>105,775,427</b>	<b>188,045,203</b>	<b>775,686,461</b>	<b>1,175,282,517</b>
<b>Total</b>	<b>852,449,434</b>	<b>694,588,428</b>	<b>820,877,233</b>	<b>284,149,811</b>	<b>505,155,220</b>	<b>2,083,765,283</b>	<b>3,157,220,125</b>

**TABLE 5: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS FROM IMPERIAL TOBACCO GROUP BY REGIONAL SOURCE OF INCOME FOR FISCAL 2009-10**

	United Kingdom	Europe	Americas	Rest of World	domestic (UK) sales	international	Total
Percentage of total income	22%	45%	10%	22%	22%	78%	100%
Proportional dividend per share	\$0.26	\$0.53	\$0.12	\$0.26	\$0.26	\$0.91	\$1.17
South Africa	23,069	47,186	10,486	23,069	23,069	81,789	104,858
<b>AFRO total</b>	<b>23,069</b>	<b>47,186</b>	<b>10,486</b>	<b>23,069</b>	<b>23,069</b>	<b>81,789</b>	<b>104,858</b>
Canada	1,131,994	2,315,442	514,543	1,131,994	1,131,994	4,013,432	5,145,426
<b>AMRO total</b>	<b>1,131,994</b>	<b>2,315,442</b>	<b>514,543</b>	<b>1,131,994</b>	<b>1,131,994</b>	<b>4,013,432</b>	<b>5,145,426</b>
Lebanon	453,815	928,258	206,280	453,815	453,815	1,608,980	2,062,795
UAE	170,810	349,384	77,641	170,810	170,810	605,599	776,408
<b>EMRO Total</b>	<b>624,625</b>	<b>1,277,642</b>	<b>283,920</b>	<b>624,625</b>	<b>624,625</b>	<b>2,214,579</b>	<b>2,839,204</b>
Austria	14,099	28,839	6,409	14,099	14,099	49,988	64,087
Belgium	679,396	1,389,674	308,816	679,396	679,396	2,408,768	3,088,165
Denmark	248,721	508,747	113,055	248,721	248,721	881,829	1,130,550
Finland	301,745	617,206	137,157	301,745	301,745	1,069,825	1,371,570
France	2,595,683	5,309,351	1,179,856	2,595,683	2,595,683	9,202,875	11,798,557
Germany	4,590,376	9,389,406	2,086,535	4,590,376	4,590,376	16,274,970	20,865,346
Greece	394	806	179	394	394	1,396	1,790
Ireland	1,891,549	3,869,077	859,795	1,891,549	1,891,549	6,706,401	8,597,950
Italy	1,260,961	2,579,238	573,164	1,260,961	1,260,961	4,470,679	5,731,639
Luxembourg	1,315,369	2,690,528	597,895	1,315,369	1,315,369	4,663,582	5,978,952
Netherlands	4,091,996	8,369,992	1,859,998	4,091,996	4,091,996	14,507,986	18,599,983
Norway	23,095	47,241	10,498	23,095	23,095	81,884	104,979
Poland	232	474	105	232	232	821	1,053
Portugal	1,198	2,451	545	1,198	1,198	4,248	5,446
Spain	358,433	733,159	162,924	358,433	358,433	1,270,808	1,629,241
Sweden	644,703	1,318,710	293,047	644,703	644,703	2,285,765	2,930,467
United Kingdom	103,666,314	212,044,733	47,121,052	103,666,314	103,666,314	367,544,204	471,210,517
<b>EURO Total</b>	<b>121,684,264</b>	<b>248,899,632</b>	<b>55,311,029</b>	<b>121,684,264</b>	<b>121,684,264</b>	<b>431,426,028</b>	<b>553,110,293</b>
Australia	101,379	207,366	46,081	101,379	101,379	359,435	460,814
Hong Kong	204,789	418,887	93,086	204,789	204,789	726,071	930,860
Japan	2,394,390	4,897,617	1,088,359	2,394,390	2,394,390	8,489,202	10,883,593
Singapore	51	105	23	51	51	183	234
<b>WPRO Total</b>	<b>2,700,610</b>	<b>5,523,975</b>	<b>1,227,550</b>	<b>2,700,610</b>	<b>2,700,610</b>	<b>9,574,891</b>	<b>12,275,501</b>
<b>FCTC Parties Total</b>	<b>126,164,562</b>	<b>258,063,877</b>	<b>57,347,528</b>	<b>126,164,562</b>	<b>126,164,562</b>	<b>447,310,719</b>	<b>573,475,281</b>
Jersey	56,935	116,458	25,879	56,935	56,935	201,860	258,795
Switzerland	529,980	1,084,051	240,900	529,980	529,980	1,879,021	2,409,002
Taiwan	17,907	36,627	8,139	17,907	17,907	63,487	81,393
United States	36,245,913	74,139,367	16,475,415	36,245,913	36,245,913	128,508,235	164,754,148
<b>Non Parties Total</b>	<b>36,850,734</b>	<b>75,376,502</b>	<b>16,750,334</b>	<b>36,850,734</b>	<b>36,850,734</b>	<b>130,652,603</b>	<b>167,503,338</b>
Unknown	90,513,315	185,140,872	41,142,416	90,513,315	90,513,315	320,910,845	411,424,160
Other	8,108,677	16,585,930	3,685,762	8,108,677	8,108,677	28,748,945	36,857,622
<b>Unknown / Other</b>	<b>98,621,992</b>	<b>201,726,802</b>	<b>44,828,178</b>	<b>98,621,992</b>	<b>98,621,992</b>	<b>349,659,790</b>	<b>448,281,782</b>
<b>Total</b>	<b>261,012,663</b>	<b>533,889,539</b>	<b>118,642,120</b>	<b>261,012,663</b>	<b>261,012,663</b>	<b>925,408,534</b>	<b>1,186,421,197</b>

**TABLE 6: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS FROM JAPAN TOBACCO BY REGIONAL SOURCE OF INCOME, FOR FISCAL 2009-10**

	Sales of tobacco outside Japan	Sales of tobacco inside Japan
<b>Percentage of total income</b>	37%	63%
<b>Estimated dividend payment per share (US\$ equivalent)</b>	<b>\$22.35</b>	<b>\$39.23</b>
South Africa	87,093	152,882
<b>AFRO total</b>	<b>87,093</b>	<b>152,882</b>
Bermuda	388,266	681,556
Canada	393,987	691,599
Chile	693	1,216
<b>AMRO total</b>	<b>782,946</b>	<b>1,374,371</b>
Austria	9,543	16,752
Belgium	44,698	78,462
Denmark	1,353,354	2,375,658
France	157,447	276,381
Germany	325,935	572,141
Ireland	110,805	194,506
Italy	49,972	87,720
Luxembourg	524,929	921,452
Netherlands	148,597	260,845
Norway	3,062	5,375
Spain	4,716	8,278
Sweden	239,780	420,907
United Kingdom	4,263,324	7,483,778
<b>EURO Total</b>	<b>7,236,162</b>	<b>12,702,253</b>
Australia	3,799	6,669
Hong Kong	91,161	160,022
Japan	117,324,696	205,950,078
Singapore	42,954	75,402
South Korea	11,018	19,341
<b>WPRO Total</b>	<b>117,473,629</b>	<b>206,211,511</b>
<b>FCTC Parties Total</b>	<b>125,579,829</b>	<b>220,441,018</b>
Jersey	29,210	51,275
Lichenstein	2,145	3,766
Switzerland	347,814	610,548
Taiwan	11,577	20,322
United States	17,614,229	30,919,763
<b>Non Parties Total</b>	<b>18,004,975</b>	<b>31,605,674</b>
Unknown	68,612,470	120,441,338
Other	1,924,276	3,377,847
<b>Unknown / Other</b>	<b>70,536,746</b>	<b>123,819,185</b>
<b>Total</b>	<b>214,121,551</b>	<b>375,865,878</b>



**TABLE 7: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS FROM REPATRIATED SALES OF TOBACCO PRODUCTS (I.E. DERIVED FROM REVENUES FROM TOBACCO SALES BY MULTINATIONAL COMPANIES IN COUNTRIES OUTSIDE OF THEIR NATIONAL HEADQUARTERS).**

Country where institutional shareholder is based	Dividend income from transnational tobacco sales (US\$)
South Africa	50,766,991
<b>AFRO total</b>	<b>50,766,991</b>
Bermuda	388,266
Canada	79,214,773
Chile	25,846
<b>AMRO total</b>	<b>79,628,885</b>
Lebanon	55,937,674
UAE	3,268,135
<b>EMRO Total</b>	<b>59,205,808</b>
Austria	625,515
Belgium	10,972,003
Denmark	24,640,045
Finland	2,894,639
France	33,517,370
Germany	92,505,160
Greece	117,085
Iceland	30,160
Ireland	25,936,318
Italy	10,665,151
Luxembourg	166,135,958
Netherlands	61,682,340
Norway	583,320
Poland	821
Portugal	385,576
Spain	3,978,590
Sweden	24,553,882
United Kingdom	1,705,830,939
<b>EURO Total</b>	<b>2,165,054,871</b>
Australia	6,303,458
Hong Kong	2,699,194
Japan	194,420,466
Malaysia	1,798,718
Singapore	698,015
South Korea	1,941,461
<b>WPRO Total</b>	<b>207,861,311</b>
<b>FCTC Parties Total</b>	<b>2,562,517,865</b>
<b>Non Parties</b>	
Argentina	3,016
Czech Rep.	26,680
Guernsey	6,283
Isle of Man	751,054
Jersey	1,414,968
Lichenstein	267,992
Switzerland	116,137,759
Taiwan	479,704
United States	3,102,296,629
<b>Non Parties Total</b>	<b>3,221,384,086</b>
<b>Undeclared or unknown</b>	
Unknown	2,582,631,523
Other	66,361,560
<b>Unknown / Other</b>	<b>2,648,993,083</b>
<b>Total</b>	<b>8,373,689,226</b>

**TABLE 7: SHAREHOLDINGS OF CANADIAN INSTITUTIONAL INVESTORS IN MULTINATIONAL TOBACCO COMPANIES, SEPTEMBER 30, 2010, NUMBER OF SHARES**

	Japan Tobacco	Imperial Tobacco	British American Tobacco	Philip Morris International
<b>Investments under government authority</b>				
British Columbia Investment Management Corp.		457,757	601,122	1,192,487
Caisse de Depot et Placement du Quebec	2,955	1,006,864	1,980,339	371,884
CPP Investment Board	10,000	247,746	766,221	2,242,201
Ontario Municipal Employees Retirement System		524,785		65,233
Ontario Pension Board				465,000
Ontario Teachers' Pension Plan Board				304,545
<b>Private Institutional investments</b>				
AGF Investments Inc.	375		718,618	482,055
Bank of Nova Scotia				5,203
Bissett Investment Management Ltd.				108,400
BlackRock Asset Management Canada Limited				995,377
Bloombergsen Investment Partners				226,685
Brookfield Asset Management, Inc.				4,200
Burgundy Asset Management Ltd.			1,415,674	833,840
Cassels Investment Management Inc.				4,200
CI Investments Inc.	81	8,905	762,758	160,228
CIBC Global Asset Management Inc.	412	101,773	221,278	314,598
CIBC World Markets Inc.				17,351
CN Investment Division			1,400,000	
Computershare, Ltd.			1,161,701	
Connor, Clark & Lunn Investment Mgmt., Ltd.			292,079	
COTE 100 Inc.				550
Counsel Wealth Management				39,483
Cumberland Private Wealth Management				22,800
Diversified Global Asset Management Corporation				4,520
Faircourt Asset Management Inc.				12,000
Fiduciary Trust Company of Canada	33	14,318	14,297	2,970
Fiera Capital Inc.	71	7,400	87,160	83,800
Franklin Templeton Investments Corp.				191,250
Genus Capital Management Inc.	51			
Gluskin Sheff + Associates Inc.				26,860
Goodman & Company, Investment Counsel	321	103,971	910,000	508,290
Groupe Fonds Des Professionnels	33			
GWL Investment Management Ltd.	1,044	70,085		24,512
Hansberger Global Investors, Inc. (Canada)		46,300		
Hexavest Inc.	248	26,978	94,815	97,794
Hillsdale Investment Management Inc.				12,600
Hottinger Asset Management Canada, Inc. (Toronto)				2,000
HSBC Global Asset Management (Canada) Limited			72,603	85,394
I. G. Investment Management, Ltd.				3,099,628
Industrial Alliance Investment Management Inc.			31,738	5,900
Invesco Trimark Ltd.		114,932	32,332	744,775
Jarislowsky Fraser, Ltd.				2,460,952
Jones Heward Investment Counsel Inc.				7,341
KBSH Capital Management Inc.				2,700
Mackenzie Financial Corporation		112,844		215,563

	Japan Tobacco	Imperial Tobacco	British American Tobacco	Philip Morris International
McLean Budden Ltd.				20,980
MFC Global Investment Management	856	208,530	401,992	2,481,664
Natcan Investment Management Inc.	373		279,533	446,084
National Bank of Canada		361,667	800,673	
Northern Rivers Capital Management, Inc.				7,900
Pro-Financial Asset Management, Inc.	11			
PSP Investments			326,000	345,469
RBC Asset Management, Inc.		491,700		656,347
RBC Capital Partners				687,967
RBC Private Counsel Inc.				18,115
Sarbit Advisory Services Inc.				143,735
Sceptre Investment Counsel Ltd.				10,800
Scotia Asset Management L.P.			51,035	300,000
Scotia Capital Inc.				30,501
Scotia Managed Companies				5,331
Seamark Asset Management Ltd.	9			
Sprucegrove Investment Management, Ltd.		282,459		
Standard Life Investments Inc.(Canada)			78,910	204,977
State Street Global Advisors Ltd. (Canada)	21	4,713	8,999	31,822
Sun Life Assurance Company of Canada (Toronto)				85,908
TD Asset Management Inc.	735	168,000	328,215	2,185,747
Tetrem Capital Management Ltd.				166,840
The Empire Life Insurance Company				60,000
UBS Global Asset Management (Canada) Co.		36,073		
<b>Total</b>	<b>17,629</b>	<b>4,397,800</b>	<b>12,838,092</b>	<b>23,335,356</b>

**TABLE 8: ESTIMATED RECEIPT OF DIVIDEND PAYMENTS TO CANADIAN INSTITUTIONAL SHAREHOLDERS FROM MULTINATIONAL TOBACCO COMPANIES IN FISCAL 2009-10**

	Japan Tobacco	Imperial Tobacco	British American Tobacco	Philip Morris	Total	%
<b>Investments under government authority</b>						
British Columbia Investment Management Corp.		\$535,576	\$967,806	\$2,766,570	\$4,269,952	5.3%
Caisse de Depot et Placement du Quebec	\$183,446	\$1,178,031	\$3,188,346	\$862,771	\$5,412,594	6.7%
CPP Investment Board	\$620,800	\$289,863	\$1,233,616	\$5,201,906	\$7,346,185	9.1%
Ontario Municipal Employees Retirement System		\$613,998		\$151,341	\$765,339	0.9%
Ontario Pension Board				\$1,078,800	\$1,078,800	1.3%
Ontario Teachers' Pension Plan Board				\$706,544	\$706,544	0.9%
<b>Subtotal</b>	<b>\$804,246</b>	<b>\$2,617,468</b>	<b>\$5,389,763</b>	<b>\$10,767,932</b>	<b>\$19,579,414</b>	<b>0.24%</b>
<b>Private Institutional investments</b>						
AGF Investments Inc.	\$23,280		\$1,156,975	\$1,118,368	\$2,298,623	2.8%
Bank of Nova Scotia				\$12,071	\$12,071	0.0%
Bissett Investment Management Ltd.				\$251,488	\$251,488	0.3%
BlackRock Asset Management Canada Limited				\$2,309,275	\$2,309,275	2.8%
Bloombergsen Investment Partners				\$525,909	\$525,909	0.6%
Brookfield Asset Management, Inc.				\$9,744	\$9,744	0.0%
Burgundy Asset Management Ltd.			\$2,279,235	\$1,934,509	\$4,213,744	5.2%
Cassels Investment Management Inc.				\$9,744	\$9,744	0.0%
CI Investments Inc.	\$5,028	\$10,419	\$1,228,040	\$371,729	\$1,615,217	2.0%
CIBC Global Asset Management Inc.	\$25,577	\$119,074	\$356,258	\$729,867	\$1,230,776	1.5%
CIBC World Markets Inc.				\$40,254	\$40,254	0.0%
CN Investment Division			\$2,254,000		\$2,254,000	2.8%
Computershare, Ltd.			\$1,870,339		\$1,870,339	2.3%
Connor, Clark & Lunn Investment Mgmt., Ltd.			\$470,247		\$470,247	0.6%
COTE 100 Inc.				\$1,276	\$1,276	0.0%
Counsel Wealth Management				\$91,601	\$91,601	0.1%
Cumberland Private Wealth Management				\$52,896	\$52,896	0.1%
Diversified Global Asset Management Corporation				\$10,486	\$10,486	0.0%
Faircourt Asset Management Inc.				\$27,840	\$27,840	0.0%
Fiduciary Trust Company of Canada	\$2,049	\$16,752	\$23,018	\$6,890	\$48,709	0.1%
Fiera Capital Inc.	\$4,408	\$8,658	\$140,328	\$194,416	\$347,809	0.4%
Franklin Templeton Investments Corp.				\$443,700	\$443,700	0.5%
Genus Capital Management Inc.	\$3,166				\$3,166	0.0%
Gluskin Sheff + Associates Inc.				\$62,315	\$62,315	0.1%
Goodman & Company, Investment Counsel	\$19,928	\$121,646	\$1,465,100	\$1,179,233	\$2,785,907	3.4%
Groupe Fonds Des Professionals	\$2,049				\$2,049	0.0%
GWL Investment Management Ltd.	\$64,812	\$81,999		\$56,868	\$203,679	0.3%
Hansberger Global Investors, Inc. (Canada)		\$54,171			\$54,171	0.1%
Hexavest Inc.	\$15,396	\$31,564	\$152,652	\$226,882	\$426,494	0.5%
Hillsdale Investment Management Inc.				\$29,232	\$29,232	0.0%
Hottinger Asset Management Canada, Inc. (Toronto)				\$4,640	\$4,640	0.0%
HSBC Global Asset Management (Canada) Limited			\$116,891	\$198,114	\$315,005	0.4%
I. G. Investment Management, Ltd.				\$7,191,137	\$7,191,137	8.9%
Industrial Alliance Investment Management Inc.			\$51,098	\$13,688	\$64,786	0.1%
Invesco Trimark Ltd.		\$134,470	\$52,055	\$1,727,878	\$1,914,403	2.4%
Jarislowsky Fraser, Ltd.				\$5,709,409	\$5,709,409	7.0%
Jones Heward Investment Counsel Inc.				\$17,031	\$17,031	0.0%
KBSH Capital Management Inc.				\$6,264	\$6,264	0.0%
Mackenzie Financial Corporation		\$132,027		\$500,106	\$632,134	0.8%
McLean Budden Ltd.				\$48,674	\$48,674	0.1%
MFC Global Investment Management	\$53,140	\$243,980	\$647,207	\$5,757,460	\$6,701,788	8.3%

	Japan Tobacco	Imperial Tobacco	British American Tobacco	Philip Morris	Total	%
Natcan Investment Management Inc.	\$23,156		\$450,048	\$1,034,915	\$1,508,119	1.9%
National Bank of Canada		\$423,150	\$1,289,084		\$1,712,234	2.1%
Northern Rivers Capital Management, Inc.				\$18,328	\$18,328	0.0%
Pro-Financial Asset Management, Inc.	\$683				\$683	0.0%
PSP Investments			\$524,860	\$801,488	\$1,326,348	1.6%
RBC Asset Management, Inc.		\$575,289		\$1,522,725	\$2,098,014	2.6%
RBC Capital Partners				\$1,596,083	\$1,596,083	2.0%
RBC Private Counsel Inc.				\$42,027	\$42,027	0.1%
Sarbit Advisory Services Inc.				\$333,465	\$333,465	0.4%
Sceptre Investment Counsel Ltd.				\$25,056	\$25,056	0.0%
Scotia Asset Management L.P.			\$82,166	\$696,000	\$778,166	1.0%
Scotia Capital Inc.				\$70,762	\$70,762	0.1%
Scotia Managed Companies				\$12,368	\$12,368	0.0%
Seamark Asset Management Ltd.	\$559				\$559	0.0%
Sprucegrove Investment Management, Ltd.		\$330,477			\$330,477	0.4%
Standard Life Investments Inc.(Canada)			\$127,045	\$475,547	\$602,592	0.7%
State Street Global Advisors Ltd. (Canada)	\$1,304	\$5,514	\$14,488	\$73,827	\$95,133	0.1%
Sun Life Assurance Company of Canada (Toronto)				\$199,307	\$199,307	0.2%
TD Asset Management Inc.	\$45,629	\$196,560	\$528,426	\$5,070,933	\$5,841,548	7.2%
Tetrem Capital Management Ltd.				\$387,069	\$387,069	0.5%
The Empire Life Insurance Company				\$139,200	\$139,200	0.2%
UBS Global Asset Management (Canada) Co.		\$42,205			\$42,205	0.1%
<b>Total</b>	<b>\$1,094,408</b>	<b>\$5,145,426</b>	<b>\$20,669,328</b>	<b>\$54,138,026</b>	<b>\$81,047,188</b>	<b>100%</b>

<sup>1</sup> PMI. Annual report 2009 and February 17, 2010 investor fact sheet

<sup>2</sup> BAT presentation to the Morgan Stanley Consumer Retail Conference. Scripted comments accompanying slides. New York, November 2010.