

# Tobacco Industry Profits

Revenue and profits for the world's largest tobacco companies.

## Philip Morris International<sup>1</sup>

Year ending December 31	2006	2007	2008	2009	2010	2011	2012
<i>(USD \$ millions)</i>							
Net Revenues including excise taxes	48,302	55,243	63,640	62,080	67,713	76,346	77,393
Operating Income	8,350	8,894	10,248	10,040	11,200	13,332	13,846
<b>Earnings before income taxes</b>	<b>8,208</b>	<b>8,884</b>	<b>9,937</b>	<b>9,243</b>	<b>10,324</b>	<b>12,532</b>	<b>12,987</b>
Net earnings [after income taxes]	6,383	6,314	7,150	6,552	7,498	8,879	9,154
<b>Average annual currency conversion USD to CAD</b>	<b>1.134</b>	<b>1.075</b>	<b>1.066</b>	<b>1.142</b>	<b>1.030</b>	<b>0.989</b>	<b>0.99958</b>
<b>Earnings before income taxes (CAD millions)</b>	<b>9,308.64</b>	<b>9,548.36</b>	<b>10,592.98</b>	<b>10,555.30</b>	<b>10,633.09</b>	<b>12,394.15</b>	<b>12,981.55</b>
<b>Earnings after income taxes (CAD millions)</b>	<b>7,238.32</b>	<b>6,787.55</b>	<b>7,621.90</b>	<b>7,482.38</b>	<b>7,722.94</b>	<b>8,781.33</b>	<b>9,150.16</b>

## British American Tobacco.<sup>2</sup>

Year ending December 31	2006	2007	2008	2009	2010	2011	2012
<i>(GBP millions)</i>							
Gross turnover including excise taxes	25,503	27,104	33,921	40,713	43,855	46,123	45,982
Revenue after excise taxes	9,762	10,018	121,122	14,208	14,883	15,399	15,190
<b>Profit before taxation</b>	<b>2,774</b>	<b>3,077</b>	<b>3,684</b>	<b>4,080</b>	<b>4,388</b>	<b>4,931</b>	<b>5,648</b>
Profit for the year [after income tax]	2,057	2,287	2,659	2,956	3,140	3,375	4,122
	2.089	2.149	1.961	1.780	1.592	1.586	1.584
<b>Profit (operating earnings) before taxation (CAD millions)</b>	<b>5,793.74</b>	<b>6,611.41</b>	<b>7,226.79</b>	<b>7,263.85</b>	<b>6,984.69</b>	<b>7,820.57</b>	<b>8,946.43</b>
<b>Earnings after income taxes (CAD millions)</b>	<b>4,297.07</b>	<b>4,914.76</b>	<b>5,214.30</b>	<b>5,261.68</b>	<b>4,998.88</b>	<b>5,352.75</b>	<b>6,529.25</b>

1 Philip Morris International. Selected Financial Data. Five Year Review. Year ending December 31  
[http://media.corporate-ir.net/media\\_files/irol/14/146476/ar10/pdf/Selected.Financial.Data.Five.Year.Review.pdf](http://media.corporate-ir.net/media_files/irol/14/146476/ar10/pdf/Selected.Financial.Data.Five.Year.Review.pdf)  
 Annual report, 2012

2 British American Tobacco. Annual report 2010. Group Financial Statements. Five year summary. Year ending December 31.  
<http://www.bat.com/ar/2010/financial-statements/group-financial-statements/five-year-summary.html>  
<http://www.bat.com/ar/2012/financial-statements/group-financial-statements/five-year-summary/index.html>

### Japan Tobacco<sup>3</sup>

Year ending March 31	2007	2008	2009	2010	2011	2012
<i>(JPY billions)</i>						
Net sales excluding excise taxes	1,632.2	2,068.4	2,243.1	1981.0	2,432.6	2,038.8
EBITDA	464.6	602.1	646.2	526.7	542.6	577.1
<b>Operating Income</b>	<b>332.0</b>	<b>430.6</b>	<b>363.8</b>	<b>296.5</b>	<b>332.2</b>	<b>459.2</b>
Net Income [after income tax]	210.8	238.7	123.4	138.4	145.4	320.9
<b>Average annual currency conversion JPY to CAD</b>	<b>0.009</b>	<b>0.010</b>	<b>0.012</b>	<b>0.012</b>	<b>0.01242</b>	<b>0.01254</b>
<b>Operating income before taxes (CAD millions)</b>	<b>2,988.00</b>	<b>4,306.00</b>	<b>4,365.60</b>	<b>3,558.00</b>	<b>4,125.92</b>	<b>5,758.37</b>
<b>Net income after income taxes (CAD millions)</b>	<b>1,897.20</b>	<b>2,387.00</b>	<b>1,480.80</b>	<b>1,660.80</b>	<b>1,805.87</b>	<b>4,024.09</b>

### Imperial Tobacco Group PLC (UK)<sup>4</sup>

Year ending September 30	2006	2007	2008	2009	2010	2011	2012
<i>(GBP millions)</i>							
Net sales excluding excise taxes	3,162	3,280	5,845	6,589	6,793	6,913	7,005
<b>Operating Profit</b>	<b>1,356</b>	<b>1,475</b>	<b>2,230</b>	<b>2,933</b>	<b>3,067</b>	<b>3,103</b>	<b>3,161</b>
Profit for the year (after tax)	858	912	441	677	1,522	1,816	699
<b>Average annual currency conversion BPD to CAD</b>	<b>2.089</b>	<b>2.149</b>	<b>1.961</b>	<b>1.780</b>	<b>1.592</b>	<b>1.586</b>	<b>1.584</b>
<b>Operating profit before taxation (CAD millions)</b>	<b>2,832.68</b>	<b>3,169.78</b>	<b>4,373.03</b>	<b>5,220.74</b>	<b>4,882.66</b>	<b>4,921.36</b>	<b>5,007.02</b>
<b>Profit after income taxes (CAD millions)</b>	<b>1,792.36</b>	<b>1,959.89</b>	<b>864.80</b>	<b>1,205.06</b>	<b>2,423.02</b>	<b>2,880.18</b>	<b>1,107.22</b>

<b>Combined Operating Income (CAD Billions)</b>	<b>17.9</b>	<b>19.3</b>	<b>22.2</b>	<b>23.0</b>	<b>22.5</b>	<b>25.1</b>	<b>26.9</b>
<b>Combined Income After Taxes</b>	<b>13.4</b>	<b>13.4</b>	<b>13.7</b>	<b>13.9</b>	<b>15.1</b>	<b>17.0</b>	<b>16.8</b>

<sup>3</sup> Japan Tobacco Annual Report. P. 004

<sup>4</sup> 2006-2008 - Citigroup. Equities. Tobacco: What if the Last Smoker Quits in 2050?, p. 45

2011- 2012 Imperial Tobacco. Historic Performance <http://www.imperial-tobacco.com/index.asp?page=49>