

Location	PMI SKUs	Total SKUs	PMI Vol	Total Vol
KW	62	165	222179800	289857503
JJ	35	143	47559400	416183700

Thickness	KW PMI SKU #	KW PMI SKU %	KW COM SKU #	KW COM SKU %	JJ PMI SKU #	JJ PMI SKU %	JJ COM SKU #	JJ COM SKU %
SLI	48	26.52	6	1.48	6	10.53	3	1.26
SSL	0	0.00	36	8.87	0	0.00	74	31.09
STD	133	73.48	364	89.66	51	89.47	161	67.65

Thickness	KW PMI Vol	KW PMI Vol %	KW COM Vol	KW COM Vol %	JJ PMI Vol	JJ PMI Vol %	JJ COM Vol	JJ COM Vol %
SLI	362798000	31.93	23385600	6.29	12257600	10.23	17373000	1.65
SSL	0	0.00	42261800	11.37	0	0.00	559584000	53.15
STD	773411200	68.07	305962006	82.33	107592800	89.77	475790400	45.20

Length	KW PMI SKU #	KW PMI SKU %	KW COM SKU #	KW COM SKU %	JJ PMI SKU #	JJ PMI SKU %	JJ COM SKU #	JJ COM SKU %
100	0	0.00	49	12.07	0	0.00	77	32.35
KS	181	100.00	345	84.98	57	100.00	161	67.65
>KS	0	0.00	12	2.96	0	0.00	0	0.00

Length	KW PMI Vol	KW PMI Vol %	KW COM Vol	KW COM Vol %	JJ PMI Vol	JJ PMI Vol %	JJ COM Vol	JJ COM Vol %
100	0	0.00	57735200	15.54	0	0.00	576957000	54.80
KS	1136209200	100.00	312776606	84.17	119850400	100.00	475790400	45.20
>KS	0	0.00	1097600	0.30	0	0.00	0	0.00

Flavor	KW PMI SKU #	KW PMI SKU %	KW COM SKU #	KW COM SKU %	JJ PMI SKU #	JJ PMI SKU %	JJ COM SKU #	JJ COM SKU %
Menthol	5	2.76	19	4.68	3	5.26	11	4.62
Menthol Caps	2	1.10	0	0.00	6	10.53	9	3.78
NTD Caps	34	18.78	30	7.39	16	28.07	77	32.35
Regular	140	77.35	357	87.93	32	56.14	141	59.24

Flavor	KW PMI Vol	KW PMI Vol %	KW COM Vol	KW COM Vol %	JJ PMI Vol	JJ PMI Vol %	JJ COM Vol	JJ COM Vol %
Menthol	1307000	0.12	5011400	1.35	3726000	3.11	14737600	1.40
Menthol Caps	170400	0.01	0	0.00	8400600	7.01	36414600	3.46
NTD Caps	18513400	1.63	12406600	3.34	25269200	21.08	370519200	35.20
Regular	1116218400	98.24	354191406	95.31	82454600	68.80	631076000	59.95

Taste	KW PMI SKU #	KW PMI SKU %	KW COM SKU #	KW COM SKU %	JJ PMI SKU #	JJ PMI SKU %	JJ COM SKU #	JJ COM SKU %
Full Flavor	174	96.13	330	81.28	55	96.49	235	98.74
Lights	0	0.00	71	17.49	2	3.51	3	1.26
Ultralights	7	3.87	5	1.23	0	0.00	0	0.00

Taste	KW PMI Vol	KW PMI Vol %	KW COM Vol	KW COM Vol %	JJ PMI Vol	JJ PMI Vol %	JJ COM Vol	JJ COM Vol %
Full Flavor	930574400	81.90	301028606	81.01	112475600	93.85	987187800	93.77
Lights	0	0.00	69777800	18.78	7374800	6.15	65559600	6.23
Ultralights	205634800	18.10	803000	0.22	0	0.00	0	0.00

Length	KW Actual %	KW Ideal %	JJ Actual %	JJ Ideal %
100	3.83	4.62	49.20	57.55
KS	96.10	115.14	50.80	114.04
LONG SIZE	0.00	5.77	0.00	1.00
>KS	0.06	2.42	0.00	6.30
REGULAR SIZE	0.00	10.86	0.00	0.36

Flavor	KW Actual %	KW Ideal %	JJ Actual %	JJ Ideal %
Menthol	0.41	0.95	1.57	9.31
Menthol Caps	0.01	2.96	3.82	9.01
NTD	0.00	0.26	0.00	5.60
NTD Caps	2.05	40.00	33.75	80.00
Regular	97.52	94.65	60.85	75.33

Taste	KW Actual %	KW Ideal %	JJ Actual %	JJ Ideal %
1mg	0.00	2.79	0.00	2.16
Full Flavor	81.67	103.52	93.78	152.99
Lights	4.63	21.35	6.22	18.75
Ultralights	13.69	11.15	0.00	5.35

Thickness	KW Actual %	KW Ideal %	JJ Actual %	JJ Ideal %
MAG	0.00	0.00	0.00	0.26

SLI	25.61	3.92	2.53	4.29
SSL	2.80	1.66	47.72	44.34
STD	71.57	133.23	49.75	130.37