

## PHILIP MORRIS

## **LIMITED**A.B.N. 65 004 694 428

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## **NATIONAL PRICE LIST**

Effective 2nd September 2019

| CIGARETTES            |  |       |            | WHOLESALE |               |          | LIST PRICE    |         |          | RRP*          |
|-----------------------|--|-------|------------|-----------|---------------|----------|---------------|---------|----------|---------------|
| BRAND                 | VARIANT  | Per ( | Per Carton |           | GST Exclusive |          | GST Inclusive |         |          | GST Inclusive |
|                       |  | Packs | Sticks     | Per Pkt   | Per Ctn       | Per 000' | Per Pkt       | Per Ctn | Per 000' | Per Pkt       |
| 20's PACKING          |  |       |            |           |               |          |               |         |          |               |
| CHOICE SIGNATURE      | Bold Red, Original Blue, Blonde Gold   | 10    | 200        | 21.24     | 212.40        | 1,062.00 | 23.36         | 233.64  | 1,168.20 | 25.8          |
| BOND STREET           | Red + Fresh Burst, Blue + Fresh Burst, Gold + Fresh Burst  | 10    | 200        | 23.54     | 235.36        | 1,176.80 | 25.89         | 258.90  | 1,294.48 | 28.6          |
| BOND STREET CLASSIC   | Blue, Gold   | 10    | 200        | 21.24     | 212.40        | 1,062.00 | 23.36         | 233.64  | 1,168.20 | 25.8          |
| LONGBEACH             | Original Yellow, Rich Blue, Fine Silver, Menthol Green   | 10    | 200        | 25.13     | 251.32        | 1,256.60 | 27.64         | 276.45  | 1,382.26 | 30.5          |
| PETER JACKSON         | Original Blue + Fresh Burst, Rich Gold + Fresh Burst, Fine Silver + Fresh Burst                      | 10    | 200        | 26.10     | 261.01        | 1,305.05 | 28.71         | 287.11  | 1,435.56 | 31.7          |
| MARLBORO              | Red, Gold, Ice Blast   | 10    | 200        | 27.41     | 274.07        | 1,370.35 | 30.15         | 301.48  | 1,507.39 | 33.3          |
| 25's PACKING          |  |       |            |           |               |          |               |         |          |               |
| CHOICE SIGNATURE      | Bold Red, Original Blue  | 8     | 200        | 26.50     | 211.97        | 1,059.85 | 29.15         | 233.17  | 1,165.84 | 32.2          |
| PETER JACKSON         | Original Blue + Fresh Burst, Rich Gold + Fresh Burst   | 8     | 200        | 29.61     | 236.87        | 1,184.35 | 32.57         | 260.56  | 1,302.79 | 36.0          |
| BOND STREET           | Red, Blue, Gold  | 8     | 200        | 29.83     | 238.63        | 1,193.15 | 32.81         | 262.49  | 1,312.47 | 36.2          |
| MARLBORO              | Red, Blue, Gold, Menthol**, Ice Blast  | 8     | 200        | 34.10     | 272.81        | 1,364.05 | 37.51         | 300.09  | 1,500.46 | 41.4          |
| ALPINE                | Filter Menthol, Menthol Original, Menthol Rich,<br>Menthol Fine, Menthol Supreme                     | 8     | 200        | 35.38     | 283.02        | 1,415.10 | 38.92         | 311.32  | 1,556.61 | 43.0          |
| 30's PACKING          |  |       |            |           |               |          |               |         |          |               |
| BOND STREET           | Red, Blue, Gold, Menthol   | 6     | 180        | 33.82     | 202.94        | 1,127.45 | 37.20         | 223.23  | 1,240.20 | 41.1          |
| LONGBEACH             | Original Yellow, Rich Blue, Fine Silver, Menthol Green   | 6     | 180        | 37.65     | 225.92        | 1,255.10 | 41.42         | 248.51  | 1,380.61 | 45.7          |
| LONGBEACH MOMENTS     | North Coast, East Coast, West Coast**, Fresh Coast**   | 6     | 180        | 35.17     | 211.01        | 1,172.25 | 38.69         | 232.11  | 1,289.48 | 42.7          |
| PETER JACKSON         | Virginia Red, Original Blue, Rich Gold, Fine Silver,<br>Supreme White, Menthol Green                 | 6     | 180        | 38.66     | 231.93        | 1,288.50 | 42.53         | 255.12  | 1,417.35 | 47.0          |
| PETER JACKSON CLASSIC | Blue, Gold   | 6     | 180        | 36.50     | 218.99        | 1,216.60 | 40.15         | 240.89  | 1,338.26 | 44.3          |
| 40's PACKING          |  |       |            |           |               |          |               |         |          |               |
| CHOICE SIGNATURE      | Bold Red, Original Blue, Blonde Gold   | 4     | 160        | 42.79     | 171.14        | 1,069.65 | 47.07         | 188.25  | 1,176.62 | 52.0          |
| BOND STREET           | Red, Blue, Gold, Menthol   | 4     | 160        | 46.02     | 184.08        | 1,150.50 | 50.62         | 202.49  | 1,265.55 | 55.9          |
| LONGBEACH             | Filter Red**, Original Yellow, Rich Blue, Fine Silver,<br>Select White, Menthol Green, Menthol Fresh | 4     | 160        | 47.64     | 190.55        | 1,190.95 | 52.40         | 209.61  | 1,310.05 | 57.9          |
| PETER JACKSON         | Original Blue, Rich Gold   | 4     | 160        | 47.72     | 190.87        | 1,192.95 | 52.49         | 209.96  | 1,312.25 | 58.0          |

| ROLL YOUR OWN |  |           |       | WHOLESALE LIST PRICE |           |               |         |         |               | RRP*      |
|---------------|--|-----------|-------|----------------------|-----------|---------------|---------|---------|---------------|-----------|
| BRAND         | VARIANT                                | Per Outer |       |                      | ve        | GST Inclusive |         |         | GST Inclusive |           |
|               |  | Pouches   | Grams | Per Pouch            | Per Outer | Per KG        | Per Pkt | Per Ctn | Per 000'      | Per Pouch |
| 15 GRAMS      |  |           |       |                      |           |               |         |         |               |           |
| BOND STREET   | Red, Blue, Gold                        | 5         | 75    | 22.71                | 113.57    | 1,514.20      | 24.98   | 124.93  | 1,665.62      | 27.35     |
| PETER JACKSON | Blue                                   | 5         | 75    | 22.90                | 114.48    | 1,526.45      | 25.19   | 125.93  | 1,679.10      | 27.60     |
| CRAFTSMAN     | Brunswick Blend, Sailors Rum, Expresso | 10        | 150   | 23.17                | 231.74    | 1,544.90      | 25.49   | 254.91  | 1,699.39      | 27.90     |
| 25 GRAMS      |  |           |       |                      |           |               |         |         |               |           |
| LONGBEACH     | Original Yellow, Rich Blue             | 10        | 250   | 35.81                | 358.06    | 1,432.25      | 39.39   | 393.87  | 1,575.48      | 43.15     |
| CHOICE        | Full Red, Original Blue, Rich Gold     | 10        | 250   | 35.86                | 358.55    | 1,434.20      | 39.45   | 394.41  | 1,577.62      | 43.20     |
| CRAFTSMAN     | Brunswick Blend, Sailors Rum, Expresso | 10        | 250   | 35.89                | 358.86    | 1,435.45      | 39.48   | 394.75  | 1,579.00      | 43.20     |
| PETER JACKSON | Blue                                   | 5         | 125   | 36.14                | 180.68    | 1,445.45      | 39.75   | 198.75  | 1,590.00      | 43.55     |
| 45 GRAMS      |  |           |       |                      |           |               |         |         |               |           |
| LONGBEACH     | Original Yellow, Rich Blue             | 5         | 225   | 63.19                | 315.93    | 1,404.15      | 69.51   | 347.52  | 1,544.57      | 76.10     |
| 55 GRAMS      |  |           |       |                      |           |               |         |         |               |           |
| LONGBEACH     | Original Yellow, Rich Blue             | 5         | 275   | 76.68                | 383.39    | 1,394.15      | 84.35   | 421.73  | 1,533.57      | 92.35     |

| TUBING TOBACCO |                            |           | WHOLESALE LIST PRICE |               |           |          |               |         | RRP*     |               |
|----------------|----------------------------|-----------|----------------------|---------------|-----------|----------|---------------|---------|----------|---------------|
| BRAND          | VARIANT                    | Per Outer |                      | GST Exclusive |           |          | GST Inclusive |         |          | GST Inclusive |
|                |                            | Pouches   | Grams                | Per Pouch     | Per Outer | Per KG   | Per Pkt       | Per Ctn | Per 000' | Per Pouch     |
| 55 GRAMS       |                            |           |                      |               |           |          |               |         |          |               |
| CHOICE**       | Volume Tubing Tobacco 100  | 5         | 275                  | 63.05         | 315.27    | 1,146.45 | 69.36         | 346.80  | 1,261.10 | 76.50         |
| 70 GRAMS       |                            |           |                      |               |           |          |               |         |          |               |
| CHOICE         | Premium Tubing Tobacco 100 | 4         | 280                  | 94.35         | 377.41    | 1,347.90 | 103.79        | 415.15  | 1,482.69 | 114.15        |

| CIGARS               |                     |           | Wi     | RRP*      |         |               |         |               |
|----------------------|---------------------|-----------|--------|-----------|---------|---------------|---------|---------------|
| BRAND                | VARIANT             | Per Outer |        | GST Exclu | sive    | GST Inclusive |         | GST Inclusive |
|                      |                     | Packs     | Sticks | Per Pack  | Per '00 | Per Pack      | Per 00' | Per Pkt       |
| 10s                  |                     |           |        |           |         |               |         |               |
| WILLEM II WEE WILLEM | Regular, Blue, Gold | 1         | 10     | 19.80     | 198.03  | 21.78         | 217.83  | 27.25         |

## \* Recommended Retail Prices

The quoted Recommended Retail Price (RRP) is recommendation only and there is no obligation to comply with this recommendation.

Individual retailers should seek their own professional advice in respect of any pricing issues.

If you require additional information please call the Philip Morris Customer Service Department on 1800 135 723.

<sup>\*\*</sup> Delisted products - these items have been discontinued.