

2010 Full-Year and Fourth-Quarter Results

February 10, 2011

Introduction



- Unless otherwise stated, we will be talking about results for the full-year or fourth-quarter 2010 and comparing them with the same period in 2009
- References to PMI volumes refer to PMI shipment data, unless otherwise stated
- Industry volume and market shares are the latest data available from a number of internal and external sources
- Acquisitions, for the purposes of this presentation, also include our business combination with Fortune Tobacco Corporation in the Philippines
- Organic volume refers to volume excluding acquisitions
- Net revenues exclude excise taxes
- OCI stands for Operating Companies Income, which is defined as operating income before general corporate expenses and the amortization of intangibles. OCI growth rates are on an adjusted basis which excludes asset impairment, exit and other costs
- Data tables showing adjustments to net revenues and Operating Companies Income, or "OCI", for currency, acquisitions, asset impairment, exit and other costs, free cash flow calculations, adjustments to EPS, and reconciliations to U.S. GAAP measures are at the end of today's web cast slides and are posted on our web site



Forward-Looking and Cautionary Statements

This presentation and related discussion contain statements that, to the extent they do not relate strictly to historical or current facts, constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on current plans, estimates and expectations, and are not guarantees of future performance. They are based on management's expectations that involve a number of business risks and uncertainties, any of which could cause actual results to differ materially from those expressed in or implied by the forward-looking statements. PMI undertakes no obligation to publicly update or revise any forward-looking statements, except in the normal course of its public disclosure obligations. The risks and uncertainties relating to the forward-looking statements in this presentation include those described under Item 1A. "Risk Factors" in PMI's Form 10-Q for the quarter ended September 30, 2010, filed with the Securities and Exchange Commission.

2010 PMI Highlights



- Solid financial performance, given:
 - Unprecedented excise tax increases in six markets
 - Continued economic uncertainty and high unemployment
 - Consumer downtrading in some markets
 - More pronounced patterns of heightened price competition
 - Surge in illicit trade in markets where disruptive tax increases were implemented
- Robust increases in EPS and cash flow
- Outperformed our international competitors in terms of organic volume and market share growth

2010 Strategic Highlight - Philippines

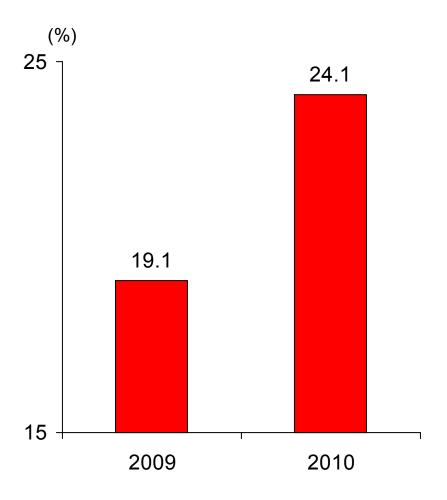


- Business combination with Fortune Tobacco in February 2010
- 101 billion unit market, characterized by favorable demographics and increasing purchasing power
- Strong potential for solid income growth





PMI Asia Region Market Share (a)



(a) Excluding China Source: PMI estimates

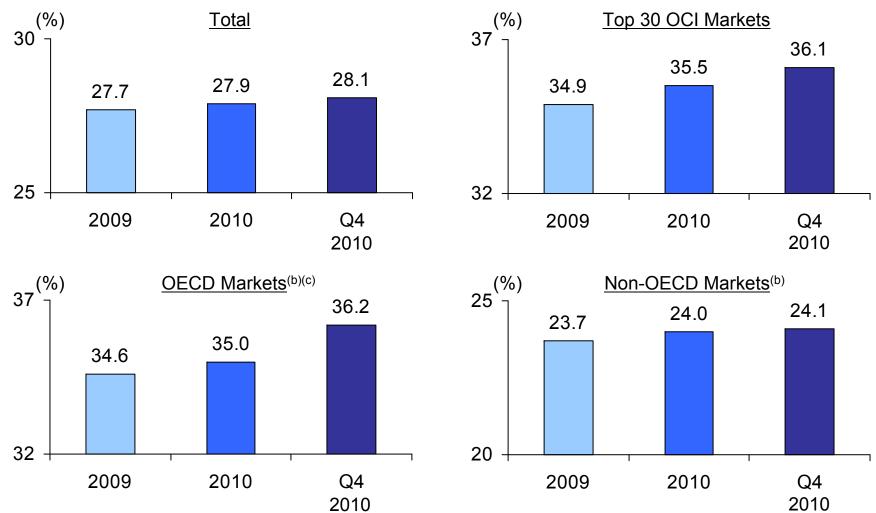


PMI Results

(% Growth vs. same period in 2009)	Full-Y	'ear 2010	Fourth-Q	uarter 2010
	<u>Actual</u>	Excl. Acquisitions	<u>Actual</u>	Excl. Acquisitions
Cigarette Volume	+ 4.1%	- 2.5%	+ 3.1%	- 5.1%

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PMI Market Share Developments(a)

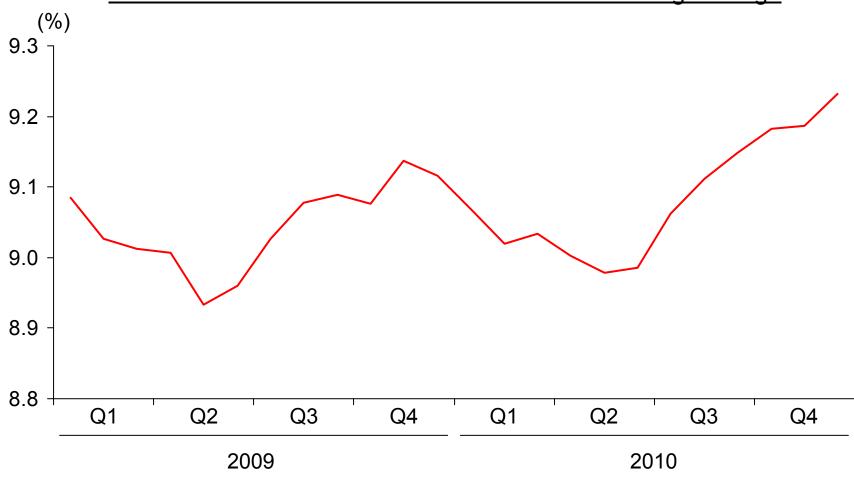


- (a) Excluding USA and China. Historical data adjusted for pro-forma inclusion of business combination with FTC in the Philippines
- (b) Also excluding duty-free
- (c) List of Organisation for Economic Co-operation and Development (OECD) member countries are listed on their website (www.oecd.org) Source: PMI estimates

Marlboro - Market Share

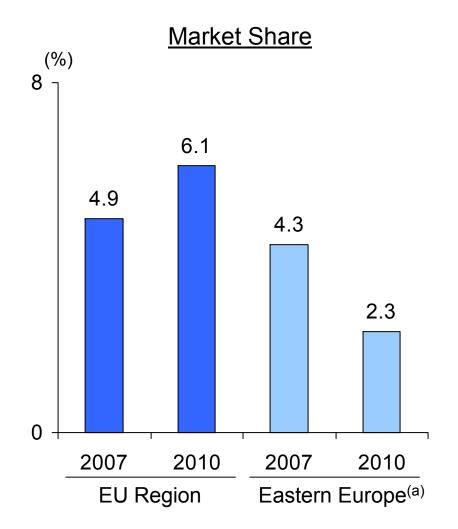


Marlboro Global Share of Market^(a) – 6 Months Moving Average



L&M









(a) Eastern Europe markets are: Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Mongolia, Russia, Tadjikistan, Turkmenistan, Ukraine and Uzbekistan Source: PMI estimates

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PMI Results

(% Growth vs. same				
period in 2009)	Full-Y	'ear 2010	Fourth-Q	uarter 2010
		Excl. Curr. &		Excl. Curr. &
	<u>Actual</u>	<u>Acquisitions</u>	<u>Actual</u>	<u>Acquisitions</u>
Net Revenues	+ 8.7%	+ 3.4%	+ 4.8%	+ 2.8%

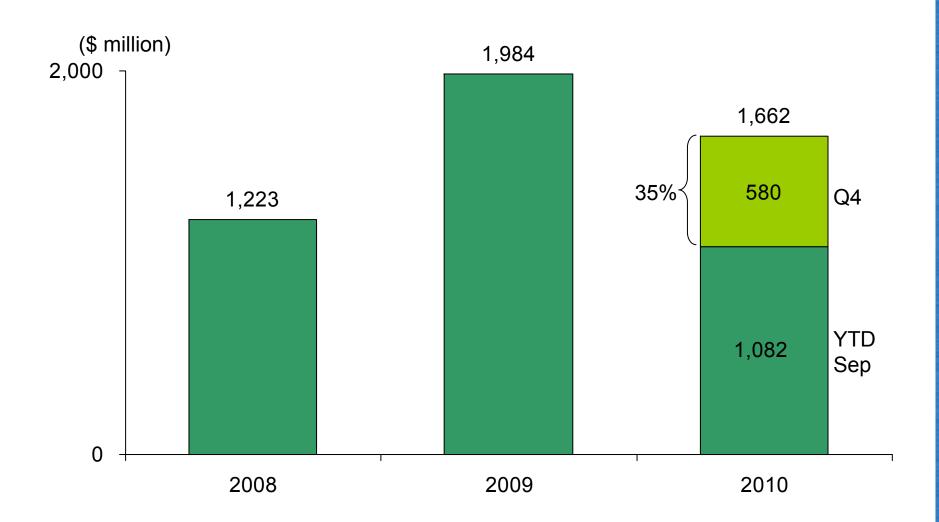


PMI Results

(% Growth vs. same period in 2009)	Full-Y	ear 2010	Fourth-C	uarter 2010
	<u>Actual</u>	Excl. Curr. & Acquisitions	Actual	Excl. Curr. & Acquisitions
Net Revenues	+ 8.7%	+ 3.4%	+ 4.8%	+ 2.8%
Adjusted OCI	+ 10.3%	+ 5.8%	+ 12.2%	+ 9.9%

Pricing Variance





Operating Margins



Adjusted OCI Margins

		Full-Year		Fourth-Quarter							
	2010 ^(a)	2009	Variance		2010 ^(a)	2009	<u>Variance</u>				
EU	50.4 %	50.2 %	0.2 pp		48.7 %	48.0 %	0.7 pp				
EEMA	41.6	39.2	2.4		37.1	36.4	0.7				
Asia	38.7	37.3	1.4		38.2	29.3	8.9				
LA&C	30.3	30.0	0.3		28.7	28.0	0.7				
Total	42.6	41.7	0.9		40.3	37.7	2.6				

⁽a) Excluding currency and acquisitions Source: PMI Financials



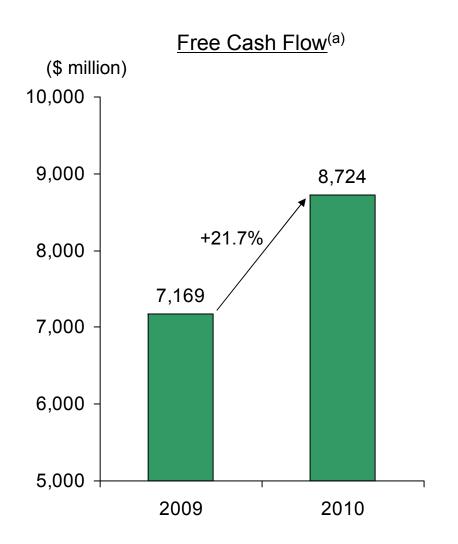
PMI Results

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	<u>Actual</u>	Excl. Curr. & Acquisitions	<u>Actual</u>	Excl. Curr. & Acquisitions
Net Revenues	+ 8.7%	+ 3.4%	+ 4.8%	+ 2.8%
Adjusted OCI	+ 10.3%	+ 5.8%	+ 12.2%	+ 9.9%
Adjusted diluted EPS	+ 17.6%	+ 14.0% ^(a)	+ 19.8%	+ 18.5% ^(a)

⁽a) Only excludes currency Source: PMI Financials

Cash Flow



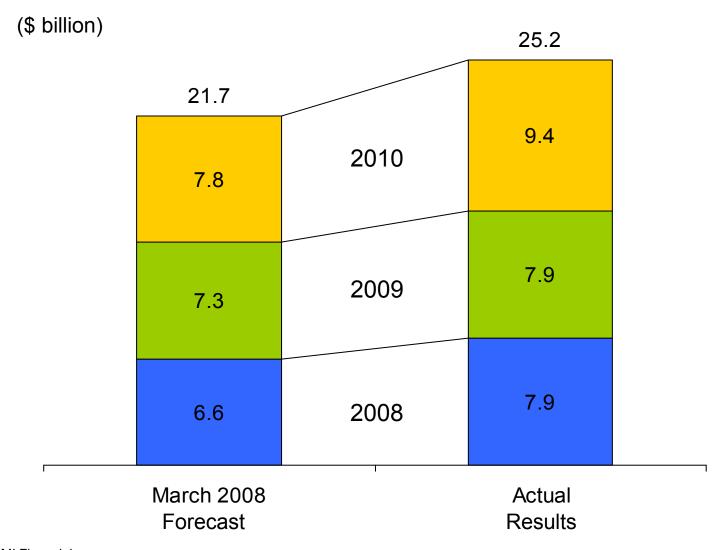


 Improvement driven in large part by the strict management of our working capital, and in particular a reduction in our receivables and inventories

⁽a) Free cash flow equals net cash provided by operating activities less capital expenditures Source: PMI Financials

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Cumulative Operating Cash Flow (2008-2010)







- Cumulative increase in dividend of 39.1% since March 2008 spin-off
- By the end of December 2010, total of 334 million shares had been repurchased, representing 15.8% of shares outstanding at that time, at an average price of \$47.83

2011 EPS Guidance



- At prevailing exchange rates, reported diluted EPS guidance for 2011 is \$4.35 to \$4.45, versus \$3.92 in 2010
- On an adjusted basis, compared to \$3.87 in 2010, this corresponds to a growth rate of approximately 12.5% to 15% at prevailing exchange rates, or approximately 10% to 12.5% on a currency neutral basis
- 2011 guidance assumes an effective underlying tax rate that is expected to be some 70 basis points higher than that incurred in 2010

Source: PMI Forecasts

Excise Taxation



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- Outlook is for reasonable increases in 2011 other than in Mexico

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- Outlook is for reasonable increases in 2011 other than in Mexico
- New EU excise tax directive since January 2011
- Important structural improvements in excise tax systems in France, Greece, the Netherlands and Sweden
- Visibility in Germany for five-year period



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- High unemployment continuing to impact industry volumes and mix
- Recent events in North Africa likely to impact our performance there, but hope this will be a temporary phenomenon



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- \$250 million pretax target for cost savings in 2011



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- Forecast strong cash flow performance
- \$5 billion in share repurchases anticipated in 2011



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2011: another solid year of growth expected for PMI



2010 Full-Year and Fourth-Quarter Results

Questions & Answers



 2010												2009			•	luding Excise				
Reported Net Revenues		Less Excise Taxes	Re	orted Net evenues cluding ise Taxes	Cı	Less urrency	Reve exclu Excise	ted Net enues uding Taxes & rency	Ac	_ess :quisi- ions	ex Exc Cu	ported Net evenues ccluding ise Taxes, arrency & quisitions		oorted Net evenues	Less Excise Taxes	Re	orted Net evenues cluding ise Taxes	Reported	Reported excluding Currency	Reported excluding Currency & Acquisitions
\$ 6,997	\$	4,804	\$	2,193	\$	(166)	\$	2,359	\$	-	\$	2,359	European Union	\$ 7,562	\$ 5,196	\$	2,366	(7.3)%	(0.3)%	(0.3)%
4,263		2,385		1,878		(29)		1,907		-		1,907	EEMA	3,912	2,039		1,873	0.3%	1.8%	1.8%
4,141		2,035		2,106		127		1,979		171 ^{(*}	1)	1,808	Asia	3,439	1,725		1,714	22.9%	15.5%	5.5%
2,406		1,546		860		28		832		-		832	Latin America & Canada	2,095	1,331		764	12.6%	8.9%	8.9%
\$ 17,807	\$	10,770	\$	7,037	\$	(40)	\$	7,077	\$	171	\$	6,906	PMI Total	\$ 17,008	\$ 10,291	\$	6,717	4.8%	5.4%	2.8%

							2009				je in Reported ompanies Inc					
Op Co	eported erating mpanies ncome	<u>_c</u>	Less Currenc	у	Reported Operating Companies Income excluding Currency	Acc	ess quisi- ons	Op Co Ii ex Cu	eported perating mpanies ncome scluding rrency & quisitions		_	Op Cor	ported erating npanies come	Reported	Reported excluding Currency	Reported excluding Currency & Acquisitions
\$	1,031	\$	(11	0)	\$ 1,141	\$	_	\$	1,141	European Union		\$	1,109	(7.0)%	2.9%	2.9%
	740		3	3	707		-		707	EEMA			681	8.7%	3.8%	3.8%
	790		7	9	711		21 (2)		690	Asia			503	57.1%	41.4%	37.2%
	254		1	6	238		(1)		239	Latin America & Canada			214	18.7%	11.2%	11.7%
\$	2,815	\$	1	8	\$ 2,797	\$	20	\$	2,777	PMI Total	-	\$	2,507	12.3%	11.6%	10.8%

⁽¹⁾ Represents the business combination in the Philippines

⁽²⁾ Represents the business combination in the Philippines, including \$20 million of asset impairment and exit costs due to a contract termination



% Change in Adjusted Operating

Reconciliation of Reported Operating Companies Income to Adjusted Operating Companies Income & Reconciliation of Adjusted Operating Companies Income Margin, excluding Currency and Acquisitions

For the Quarters Ended December 31,

(\$ in millions) (Unaudited)

	2010																:	2009				mpanies Incon	
Op- Con	ported erating npanies come	Less Asset Impairment Exit Costs		Op Con	ljusted erating npanies icome		.ess rrency	Op Cor In exc	ljusted perating mpanies ncome cluding urrency		Less Acquisi- tions	Op Cor In exc Cur	ljusted erating npanies come cluding rency & uisitions		Op Cor	eported erating npanies acome	A: Impai	ess sset rment & Costs	Ope	justed erating npanies come	Adjusted	Adjusted excluding Currency	Adjusted excluding Currency & Acquisitions
\$	1,031	\$	(7)	\$	1,038	\$	(110)	\$	1,148	\$	-	\$	1,148	European Union	\$	1,109	\$	(26)	\$	1,135	(8.5)%	1.1%	1.1%
	740		-		740		33		707		-		707	EEMA		681		-		681	8.7%	3.8%	3.8%
	790	(20)		810		79		731		41 (1)		690	Asia		503		-		503	61.0%	45.3%	37.2%
	254		-		254		16		238		(1)	239		Latin America & Canada		214		-		214	18.7%	11.2%	11.7%
\$	2,815	\$	27)	\$	2,842	\$	18	\$	2,824	\$	40	\$	2,784	PMI Total	\$	2,507	\$	(26)	\$	2,533	12.2%	11.5%	9.9%

				201	10									2009		% Points Chang	e
Income excluding Currency		exe Excis	Revenues cluding e Taxes & rrency ⁽²⁾	Adjusted Operating Companies Income Margin excluding Currency	Op Cor In exc Cur	ljusted erating npanies icome cluding rency & uisitions	exclu Excise Curre	evenues uding e Taxes, ency & sitions ⁽²⁾	Adjusted Operating Companies Income Margin excluding Currency & Acquisitions		Op Cor	djusted lerating mpanies ncome	excl Ex	evenues luding ccise xes ⁽²⁾	Adjusted Operating Companies Income Margin	Adjusted Operating Companies Income Margin excluding Currency	Adjusted Operating Companies Income Margin excluding Currency & Acquisitions
\$	1,148	\$	2,359	48.7%	\$	1,148	\$	2,359	48.7%	European Union	\$	1,135	\$	2,366	48.0%	0.7	0.7
	707		1,907	37.1%		707		1,907	37.1%	EEMA		681		1,873	36.4%	0.7	0.7
	731		1,979	36.9%		690		1,808	38.2%	Asia		503		1,714	29.3%	7.6	8.9
	238		832	28.6%		239		832	28.7%	Latin America & Canada		214		764	28.0%	0.6	0.7
\$	2,824	\$	7,077	39.9%	\$	2,784	\$	6,906	40.3%	PMI Total	\$	2,533	\$	6,717	37.7%	2.2	2.6

⁽¹⁾ Represents the business combination in the Philippines

⁽²⁾ For the calculation of net revenues excluding excise taxes, currency and acquisitions refer to previous slide



Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS and Adjusted Diluted EPS, excluding Currency For the Quarters Ended December 31, (Unaudited)

	2	2010	 2009	% Change
Reported Diluted EPS	\$	0.96	\$ 0.80	20.0%
Adjustments: Asset impairment and exit costs		0.01	 0.01	
Adjusted Diluted EPS	\$	0.97	\$ 0.81	19.8%
Less: Currency Impact		0.01	 	
Adjusted Diluted EPS, excluding Currency	\$	0.96	\$ 0.81	18.5%



Reconciliation of Reported Diluted EPS to Reported Diluted EPS, excluding Currency For the Quarters Ended December 31, (Unaudited)

	 2010	 2009	% Change
Reported Diluted EPS	\$ 0.96	\$ 0.80	20.0%
Less: Currency Impact	 0.01		
Reported Diluted EPS, excluding Currency	\$ 0.95	\$ 0.80	18.8%



% Change in Reported Net Revenues

Adjustments for the Impact of Currency and Acquisitions

For the Years Ended December 31,

(\$ in millions) (Unaudited)

					2	2010									2009			ехс	luding Excise	Taxes
Reported Net Revenues		Less Excise Taxes	R ex	ported Net evenues ccluding ise Taxes		Less urrency	R e Exci	ported Net evenues xcluding ise Taxes & currency	Acc	ess quisi- ons	Exc Cu	ported Net evenues coluding ise Taxes, arrency & quisitions		Reported Net Revenues	 Less Excise Taxes	Re ex	orted Net evenues cluding ise Taxes	Reported	Reported excluding Currency	Reported excluding Currency & Acquisitions
\$	28,050	\$ 19,239	\$	8,811	\$	(172)	\$	8,983	\$	3	\$	8,980	European Union	\$ 28,550	\$ 19,509	\$	9,041	(2.5)%	(0.6)%	(0.7)%
	15,928	8,519		7,409		76		7,333		80		7,253	EEMA	13,865	7,070		6,795	9.0%	7.9%	6.7%
	15,235	7,300		7,935		611		7,324		548 ⁽¹⁾		6,776	Asia	12,413	5,885		6,528	21.6%	12.2%	3.8%
	8,500	5,447		3,053		179		2,874		-		2,874	Latin America & Canada	7,252	4,581		2,671	14.3%	7.6%	7.6%
\$	67,713	\$ 40,505	\$	27,208	\$	694	\$	26,514	\$	631	\$	25,883	PMI Total	\$ 62,080	\$ 37,045	\$	25,035	8.7%	5.9%	3.4%

	2010						2009				ome				
Reported Operating Companies Income			ess rency	excluding Acqu		Reported Operating Companies Income Less excluding Acquisi- Currency & tions Acquisitions		erating npanies come cluding rency &		_		ported erating npanies come	Reported	Reported excluding Currency	Reported excluding Currency & Acquisitions
\$	4,311	\$	(191)	\$ 4,502	2 \$	2	\$	4,500	European Union	;	\$	4,506	(4.3)%	(0.1)%	(0.1)%
	3,152		107	3,045	;	28		3,017	EEMA			2,663	18.4%	14.3%	13.3%
	3,049		342	2,707	•	84 (2))	2,623	Asia			2,436	25.2%	11.1%	7.7%
	953		85	868	3	(3)		871	Latin America & Canada			666	43.1%	30.3%	30.8%
\$	11,465	\$	343	\$ 11,122	\$	111	\$	11,011	PMI Total	3	\$	10,271	11.6%	8.3%	7.2%

⁽¹⁾ Represents the business combination in the Philippines

⁽²⁾ Represents the business combination in the Philippines, including \$20 million of asset impairment and exit costs due to a contract termination



% Change in Adjusted Operating

Reconciliation of Reported Operating Companies Income to Adjusted Operating Companies Income & Reconciliation of Adjusted Operating Companies Income Margin, excluding Currency and Acquisitions

For the Years Ended December 31,

(\$ in millions) (Unaudited)

	2010													2009 Companies Income						ne	
Reported Operating Companies Income	Less Asset Impairment & Exit Costs	Op Cor	ljusted erating mpanies ncome		_ess rrency	Op Cor Ir ex	djusted perating mpanies ncome cluding urrency		Less Acquisi- tions	Op Cor Ir ex- Cur	djusted perating mpanies ncome cluding rrency & uisitions		Op Cor	eported perating mpanies ncome	As Impai Exit C	ess sset rment / costs & cher	Op Con	justed erating npanies come	Adjusted	Adjusted excluding Currency	Adjusted excluding Currency & Acquisitions
\$ 4,311	\$ (27)	\$	4,338	\$	(191)	\$	4,529	\$	2	\$	4,527	European Union	\$	4,506	\$	(29)	\$	4,535	(4.3)%	(0.1)%	(0.2)%
3,152	-		3,152		107		3,045		28		3,017	EEMA		2,663		-		2,663	18.4%	14.3%	13.3%
3,049	(20)		3,069		342		2,727		104 ⁽¹⁾		2,623	Asia		2,436		-		2,436	26.0%	11.9%	7.7%
953	-		953		85		868		(3)		871	Latin America & Canada		666		(135) ⁽²⁾		801	19.0%	8.4%	8.7%
\$ 11,465	\$ (47)	\$	11,512	\$	343	\$	11,169	\$	131	\$	11,038	PMI Total	\$	10,271	\$	(164)	\$	10,435	10.3%	7.0%	5.8%

	2010													2009		% Points Change		
Ope Con In exc	Adjusted Operating Companies Income excluding Currency		Revenues ling Excise axes & rrency ⁽³⁾	Adjusted Operating Companies Income Margin excluding Currency	Adjusted Operating Companies Income excluding Currency & Acquisitions		Net Revenues excluding Excise Taxes, Currency & Acquisitions ⁽³⁾		Adjusted Operating Companies Income Margin excluding Currency & Acquisitions		Adjusted Operating Companies Income		Net Revenues excluding Excise Taxes ⁽³⁾		Adjusted Operating Companies Income Margin	Adjusted Operating Companies Income Margin excluding Currency	Adjusted Operating Companies Income Margin excluding Currency & Acquisitions	
\$	4,529	\$	8,983	50.4%	\$	4,527	\$	8,980	50.4%	European Union	\$	4,535	\$	9,041	50.2%	0.2	0.2	
	3,045		7,333	41.5%		3,017		7,253	41.6%	EEMA		2,663		6,795	39.2%	2.3	2.4	
	2,727		7,324	37.2%		2,623		6,776	38.7%	Asia		2,436		6,528	37.3%	(0.1)	1.4	
	868		2,874	30.2%		871		2,874	30.3%	Latin America & Canada		801		2,671	30.0%	0.2	0.3	
\$	11,169	\$	26,514	42.1%	\$	11,038	\$	25,883	42.6%	PMI Total	\$	10,435	\$	25,035	41.7%	0.4	0.9	

⁽¹⁾ Represents the business combination in the Philippines

⁽²⁾ Represents the 2009 Colombian investment and cooperation agreement charge

⁽³⁾ For the calculation of net revenues excluding excise taxes, currency and acquisitions refer to previous slide



Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS and Adjusted Diluted EPS, excluding Currency For the Years Ended December 31, (Unaudited)

	 2010	 2009	% Change	
Reported Diluted EPS	\$ 3.92	\$ 3.24	21.0%	
Adjustments:				
Colombian investment and cooperation agreement charge	-	0.04		
Tax items	(0.07)	-		
Asset impairment and exit costs	0.02	 0.01		
Adjusted Diluted EPS	\$ 3.87	\$ 3.29	17.6%	
Less:				
Currency Impact	 0.12	 		
Adjusted Diluted EPS, excluding Currency	\$ 3.75	\$ 3.29	14.0%	



Reconciliation of Reported Diluted EPS to Reported Diluted EPS, excluding Currency For the Years Ended December 31, (Unaudited)

	 2010	2009	% Change	
Reported Diluted EPS	\$ 3.92	\$ 3.24	21.0%	
Less: Currency Impact	 0.12	 		
Reported Diluted EPS, excluding Currency	\$ 3.80	\$ 3.24	17.3%	



Reconciliation of Operating Cash Flow to Free Cash Flow and Free Cash Flow, excluding Currency Reconciliation of Operating Cash Flow to Operating Cash Flow, excluding Currency

For the Quarters and Years Ended December 31,

(\$ in millions) (Unaudited)

	For the Qua				For the Ye Decem	% Change		
	2010	2009	% Change	2010				2009
Net cash provided by operating activities ^(a)	\$ 1,581	\$ 1,465	7.9%	\$	9,437	\$	7,884	19.7%
Less:								
Capital expenditures	 230	 232			713		715	
Free cash flow	\$ 1,351	\$ 1,233	9.6%	\$	8,724	\$	7,169	21.7%
Less:								
Currency impact	6	 			(2)			
Free cash flow, excluding Currency	\$ 1,345	\$ 1,233	9.1%	\$	8,726	\$	7,169	21.7%

	 For the Qua	arters E nber 31,			 For the Ye	% Change		
	 2010	2009		% Change	 2010			2009
Net cash provided by operating activities ^(a)	\$ 1,581	\$	1,465	7.9%	\$ 9,437	\$	7,884	19.7%
Less:								
Currency impact	 5				 23			
Net cash provided by operating activities, excluding Currency	\$ 1,576	\$	1,465	7.6%	\$ 9,414	\$	7,884	19.4%

(a) Operating Cash Flow



2010 Full-Year and Fourth-Quarter Results

February 10, 2011