



**STATE STREET.**  
Serving Institutional Investors Worldwide™

1776 HERITAGE DRIVE  
NORTH QUINCY, MA 02171

DTC #997  
AVENUE INVESTMENT MANAGEMENT  
PAUL HARRIS  
47 COLBORNE STREET, SUITE 300  
TORONTO, ON M5E 1P8  
CANADA



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ALTRIA GROUP, INC.  
ANNUAL MEETING FOR SHAREHOLDERS AS OF 3/26/12  
TO BE HELD ON 5/17/12 AT 9:00 A.M. EDT

Your vote is important. Thank you for voting.

Read the Proxy Statement and have the voting instruction form below at hand. Please note that the telephone and Internet voting turns off at 11:59 pm EDT the night before the meeting.

**To vote by Internet**

- 1) Go to website [www.proxyvote.com](http://www.proxyvote.com)
- 2) Follow the instructions provided on the website

**To vote by Telephone**

- 1) Call 1-800-454-8683
- 2) Follow the instructions

**To vote by Mail**

- 1) Check the appropriate boxes on the voting instruction form below
- 2) Sign and date the voting instruction form
- 3) Return the voting instruction form in the envelope provided

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SEE VOTING INSTRUCTION NO. 4 ON REVERSE.

TO VOTE, MARK BLOCKS BELOW IN BLUE OR BLACK INK AS FOLLOWS:

M43610-P21799

Important Notice Regarding the Availability of Proxy Materials for the Shareholder Meeting. The following material is available at [www.proxyvote.com](http://www.proxyvote.com):  
1) Notice and Proxy Statement 2) Annual Report

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THIS VOTING INSTRUCTION FORM IS VALID ONLY WHEN SIGNED AND DATED.

The Board of Directors recommends you vote **FOR** the following proposal:

1. Election of Directors	For	Against	Abstain
<b>Nominees:</b>			
1a. Elizabeth E. Bailey	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1b. Gerald L. Bailes	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1c. Martin J. Barrington	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1d. John T. Casteen III	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1e. Dinyar S. Devitre	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1f. Thomas F. Farrell II	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1g. Thomas W. Jones	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1h. W. Leo Kiely III	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1i. Kathryn B. McQuade	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1j. George Muñoz	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
1k. Nabil Y. Sakkab	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

PLEASE "X" HERE ONLY IF YOU PLAN TO ATTEND THE MEETING AND VOTE THESE SHARES IN PERSON

The Board of Directors recommends you vote **FOR** the following proposals:

2.	For	Against	Abstain
2. Ratification of the Selection of Independent Registered Public Accounting Firm	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Advisory Vote to Approve the Compensation of the Company's Named Executive Officers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

The Board of Directors recommends you vote **AGAINST** the following proposal:

4.	For	Against	Abstain
4. Shareholder Proposal - Disclosure of Lobbying Policies and Practices	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

**NOTE:** Such other business as may properly come before the meeting or any adjournment thereof.

**Authorized Signatures — This section must be completed for your vote to be counted. — Sign and Date Below.**

(NOTE: Please sign exactly as your name(s) appear(s) hereon. All holders must sign. When signing as attorney, executor, administrator or other fiduciary, please give full title as such. Joint owners should each sign personally. If a corporation, please sign in full corporate name, by authorized officer. If a partnership, please sign in partnership name by authorized person.)

Signature [PLEASE SIGN WITHIN BOX] \_\_\_\_\_ Date \_\_\_\_\_

R93431-010

Signature [PLEASE SIGN WITHIN BOX] \_\_\_\_\_ Date May 17/12

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**VOTING INSTRUCTION FORM**  
**THE NORTH WEST COMPANY INC.**

**SEE VOTING INSTRUCTIONS ON REVERSE**  
**WE NEED TO RECEIVE YOUR VOTING INSTRUCTIONS AT LEAST**  
**ONE BUSINESS DAY BEFORE THE PROXY DEPOSIT DATE.**

**INTERNET VOTE: WWW.PROXYVOTE.COM**  
**TELEPHONE VOTE: 1-800-474-7493**

**MEETING TYPE:** ANNUAL MEETING  
**MEETING DATE:** WEDNESDAY, JUNE 06, 2012 AT 11:30 A.M. CDT  
**RECORD DATE:** FOR HOLDERS AS OF APRIL 27, 2012  
**PROXY DEPOSIT DATE:** JUNE 04, 2012  
**ACCOUNT NUMBER:** HRT3SSTA 01 OM  
**CUSIP:** 663278109 **CUID:** T770 C81 **P26347 020 E CONTROL NO. : 372526337838**

**APPOINTEE(S) H. SANFORD RILEY, EDWARD S. KENNEDY**  
 IF YOU WISH TO ATTEND THE MEETING OR DESIGNATE ANOTHER PERSON TO ATTEND, VOTE AND ACT ON YOUR BEHALF AT THE MEETING, OR ANY ADJOURNMENT THEREOF, OTHER THAN THE PERSON(S) SPECIFIED ABOVE, PRINT YOUR NAME OR THE NAME OF THE PERSON ATTENDING THE MEETING ON THE APPOINTEE LINE BELOW.

PLEASE PRINT APPOINTEE NAME

**VOTING RECOMMENDATIONS**

**ITEM(S)** 1 - IN RESPECT OF THE APPOINTMENT OF PRICEWATERHOUSECOOPERS LLP AS .....>>> FOR --->>>  
 AUDITORS OF NORTH WEST FOR THE COMING FISCAL YEAR AND AUTHORIZING THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS OF NORTH WEST TO FIX THEIR REMUNERATION.

**ITEM(S)** 2 - THE APPROACH TO EXECUTIVE COMPENSATION DESCRIBED IN THE .....>>> FOR --->>>  
 ACCOMPANYING INFORMATION CIRCULAR.  
 \*NOTE: THIS IS AN ADVISORY VOTE ONLY.  
 \*NOTE\* THIS FORM CONFERS DISCRETIONARY AUTHORITY TO VOTE ON SUCH OTHER BUSINESS AS MAY PROPERLY COME BEFORE THE MEETING OR ANY ADJOURNMENT THEREOF.  
 \*NOTE\* THIS VOTING INSTRUCTION FORM SHOULD BE READ IN CONJUNCTION WITH THE ACCOMPANYING INFORMATION CIRCULAR.

UNDER SECURITIES REGULATIONS, SECURITYHOLDERS MAY ELECT ANNUALLY TO RECEIVE THE ANNUAL, INTERIM FINANCIAL STATEMENTS OR BOTH INCLUDING RELEVANT DATA BY MAIL. INDICATE YOUR PREFERENCE IN THE APPROPRIATE BOX(S) PROVIDED.

**VOTE USING YOUR MOBILE DATA DEVICE SUCH AS SMART PHONES AND TABLETS AT WWW.PROXYVOTE.COM**

FOLD IN HALF - DO NOT DETACH

**1 ELECTION OF DIRECTORS (fill in only one box " " PER NOMINEE IN BLUE OR BLACK INK)**  
**VOTING RECOMMENDATION: FOR ALL THE NOMINEES PROPOSED AS DIRECTORS**

- |                          |                          |                          |                          |
|--------------------------|--------------------------|--------------------------|--------------------------|
| 01-H. SANFORD RILEY      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 02-GARY J. LUKASSEN      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 03-EDWARD S. KENNEDY     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 04-WENDY F. EVANS        | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 05-ANNETTE M. VERSCHUREN | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 06-ROBERT J. KENNEDY     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 07-FRANK J. COLEMAN      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 08-GARY WIERASTY         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 09-ERIC L. STEFANSON     | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

**ITEM(S)** (fill in only one box " " PER ITEM IN BLUE OR BLACK INK) 0000

FOR WITHHOLD 75145 920100000800967

FOR AGAINST CONTROL NO. → 372526337838



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 Serving Institutional Investors Worldwide

1776 HERITAGE DRIVE  
 NORTH QUINCY MA 02171

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 1,065  
 P26347  
 1 OF 1

AVENUE INVESTMENT MANAGEMENT  
 PAUL HARRIS STREET, SUITE 300  
 47 COLBORNE TORONTO, ON MSE 1P8  
 CANADA

NONE ANNUAL INTERIM

SIGNATURE(S) *J. Harris* DATE (DD/M/YY) *May 14/12*  
 \*INVALID IF NOT SIGNED\*

FOLD IN HALF - DO NOT DETACH