



ASH PARK

WHAT DOES THE FUTURE OF TOBACCO HARM REDUCTION LOOK LIKE?

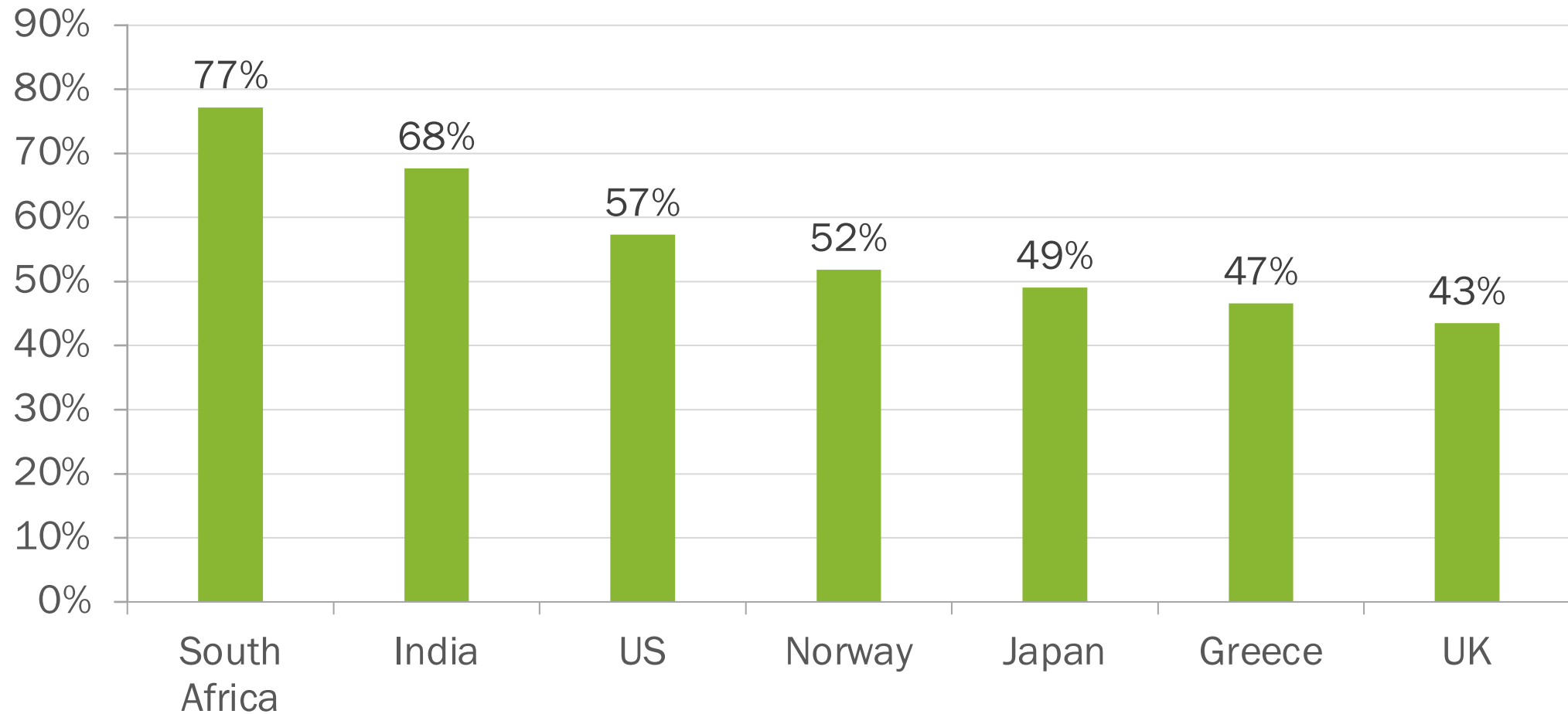
NICOTINE V CIGARETTES

Professor Michael Russell in 1976:
“People smoke for nicotine but they die from the tar”

Source: Health Education Council; Michael Russell. Low-tar medium-nicotine cigarettes: a new approach to safer smoking – *British Medical Journal*, 1976



MANY CONSUMERS THINK NICOTINE CAUSES CANCER



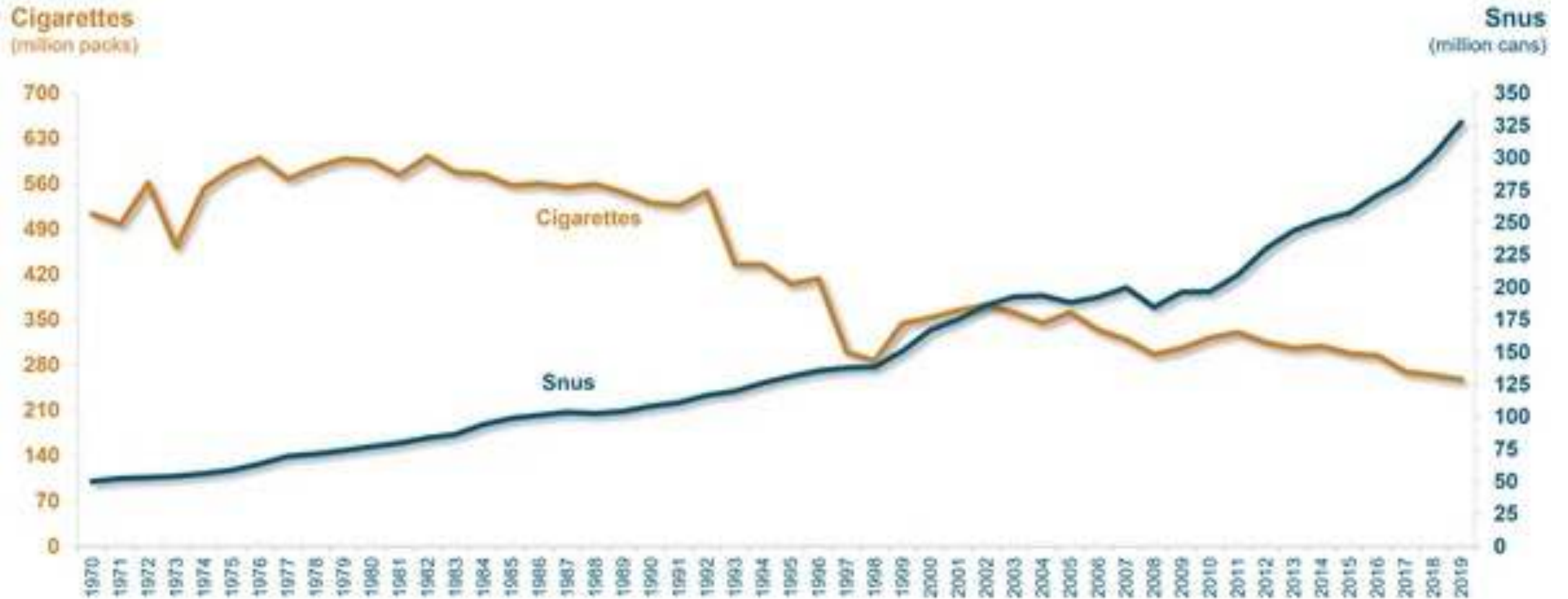
TOBACCO INDUSTRY IS SEEN AS A MAJOR PART OF THE PROBLEM



MAIN FORMS OF SAFER RECREATIONAL NICOTINE

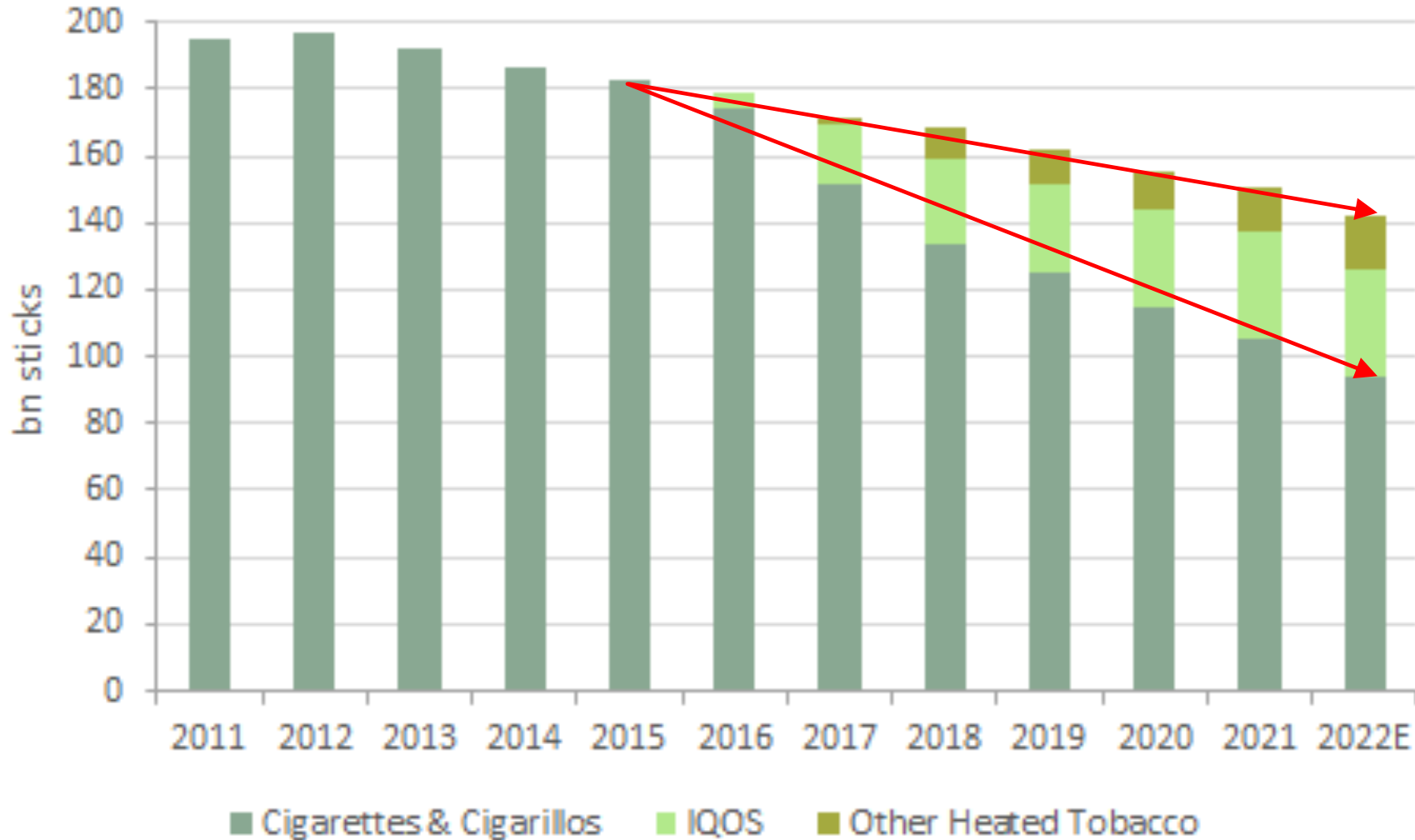
Oral	E-Cigarettes	Tobacco Heating
 <p>General THE ORIGINAL SMOOTH TASTE SINCE 1930 CLASSIC WHITE COPENHAGEN SATISFACTION SINCE 1822 LONG CUT WARNING: This product is not a safe alternative to cigarettes.</p>	 <p>Blueberry GEEK BAR vuse This product contains nicotine which is a highly addictive substance</p>	 <p>HEETS This tobacco product damages your health and is addictive glo</p>
 <p>NICOTINE POUCHES ZYN COOL MINT MINI DRY X-Freeze</p>	 <p>OSOME e-liquid various e-cigarette devices</p>	 <p>blends WARM CLASSICS PANGANGATI NG MATA</p>

THE SWEDISH EXPERIENCE



Source: Swedish Match

THE IMPACT OF HEATED TOBACCO IN JAPAN

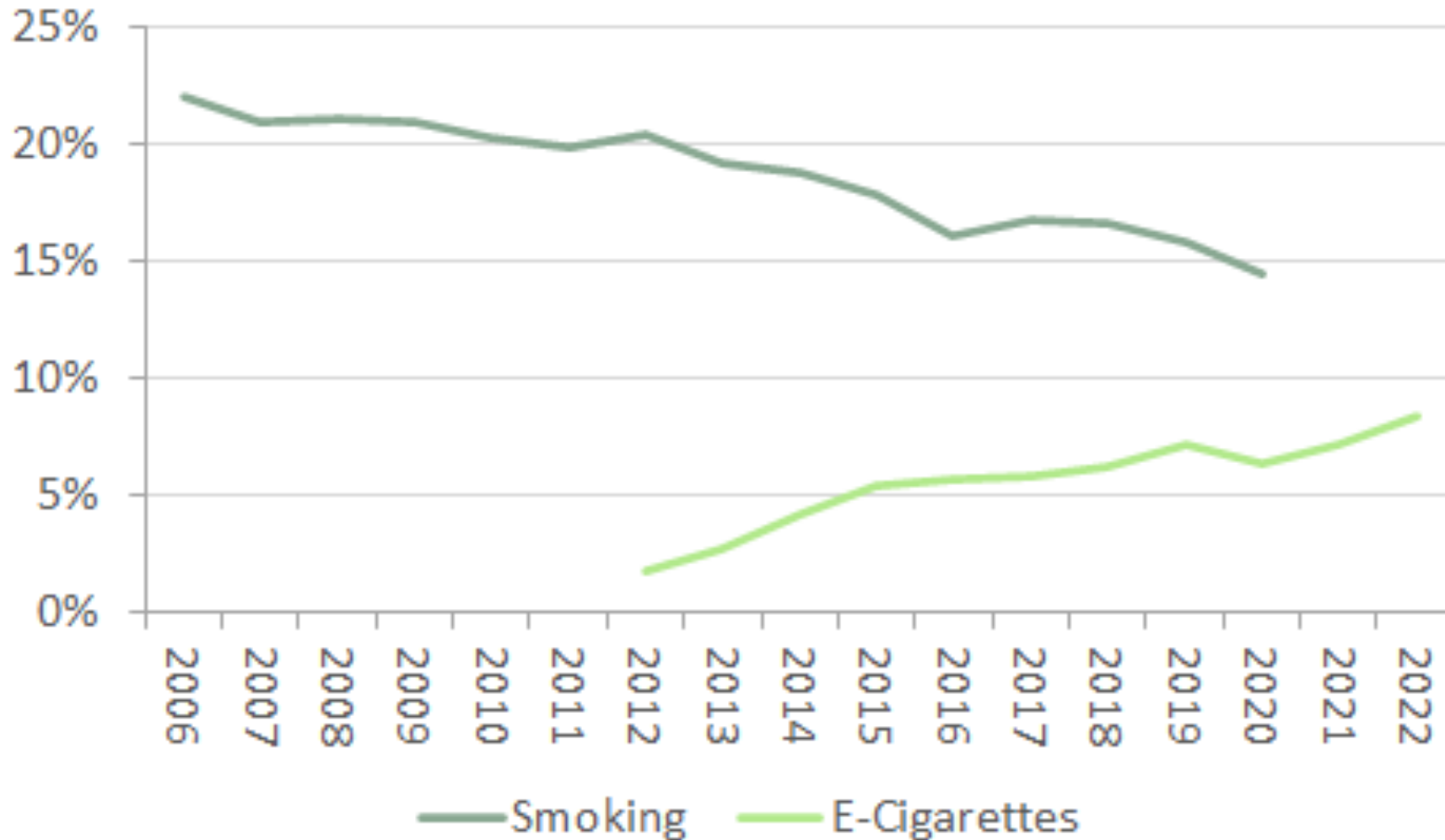


Total market
down 22%
since 2015

Combustibles
down 49%
since 2015!

Source: *What Is Accounting for the Rapid Decline in Cigarette Sales in Japan?* – Cummings, Nahhas & Sweanor, International Journal of Environmental Research and Public Health. Figures for 2018 to 2022E adjusted / added by Ash Park to account for most recent data

SMOKING & VAPING PREVALENCE IN THE UK



THE WHO'S STANCE ON E-CIGS & VAPING ('ENDS')

**Electronic Nicotine
Delivery Systems (ENDS)
are addictive and not
without harm.**

**ENDS should be
strictly regulated for
maximum protection
of public health.**

**Children and adolescents
who use ENDS can double
their risk of smoking
cigarettes.**

SOME RECENT UK STATEMENTS ON E-CIGARETTES

“Based on the reviewed evidence, we believe that the ‘at least 95% less harmful’ estimate remains broadly accurate, at least over the short term and medium term periods. However, it might be more appropriate to summarise our findings using our other firm statement: that vaping poses only a small fraction of the risks of smoking.”

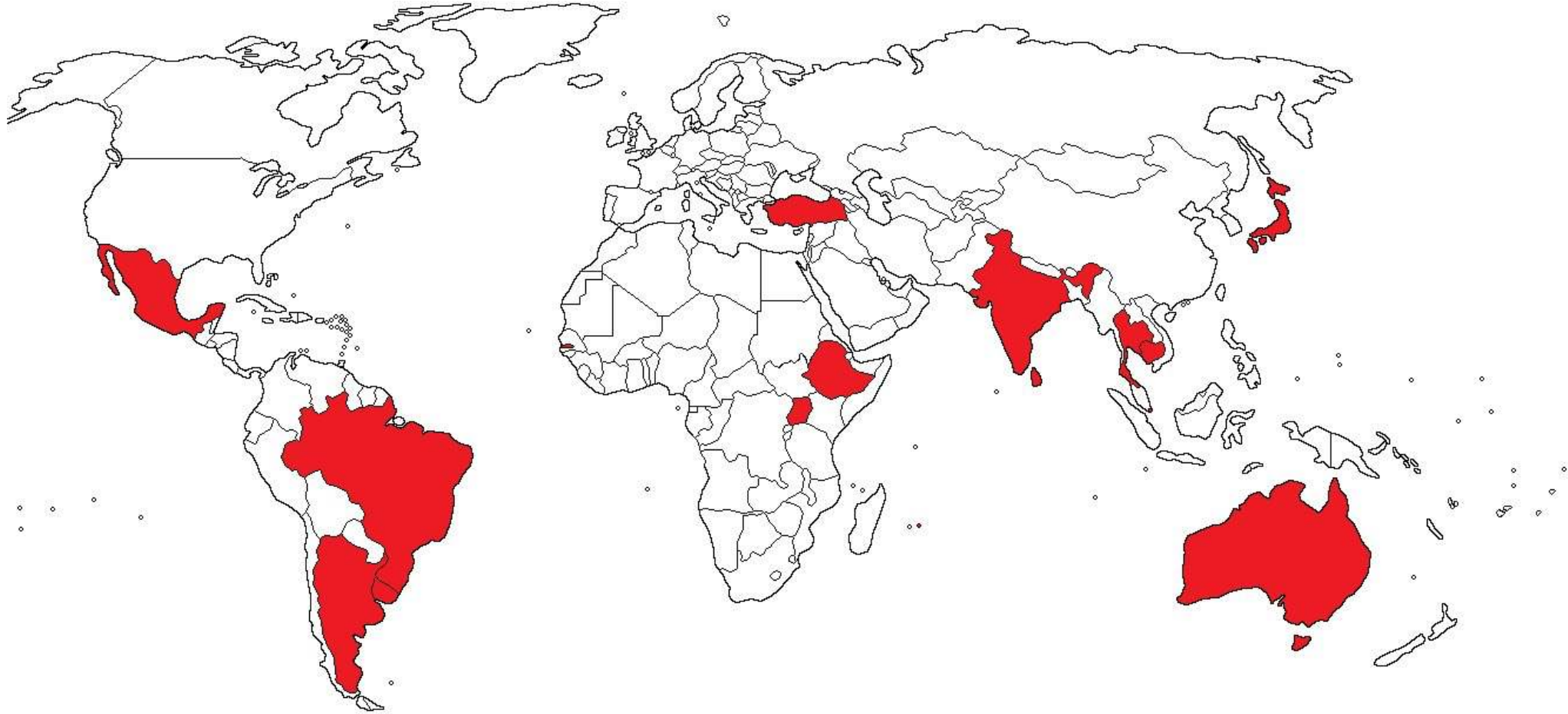
“There is high-certainty evidence that electronic cigarettes with nicotine increase quit rates compared with nicotine replacement therapy... We did not detect any clear evidence of harm from nicotine e-cigarettes when used to quit smoking.”



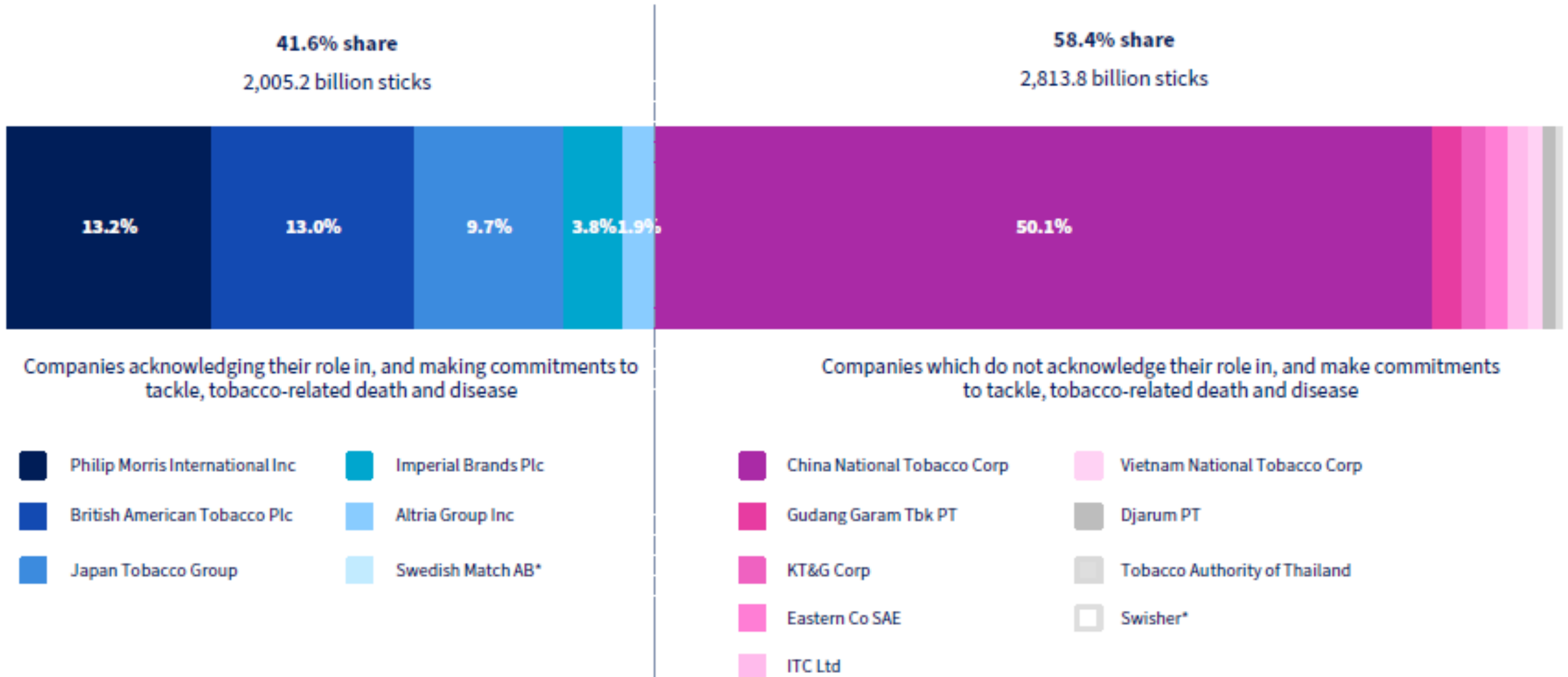
Office for Health
Improvement
& Disparities



VAPING BANS COVER ALMOST 1 IN 5 OF THE WORLD'S SMOKERS



THE INDUSTRY IS MAKING PROGRESS, EVEN IF STILL LOTS TO DO



THE CONSUMER IS THE PERSON WHO MATTERS!

