



BRITISH AMERICAN TOBACCO KENYA PLC
WRITTEN QUESTIONS RECEIVED FROM SHAREHOLDERS BEFORE THE AGM
MAY 2022

	SHAREHOLDER NAME	QUESTION	RESPONSE BY BAT
1.	NDEGWA LUCY MUTHONI	I have not received any of my past dividends. Where exactly are they being mailed?	Our Shares Registrar (Image Registrars) contacted you to resolve the matter. For further assistance, please contact them via: 0709170030 / info@image.co.ke / BATshares@image.co.ke
2.	OKUMU HELLEN ACHIENG	Where do you see the future of BAT in the next 5 years considering the development and use of new products like vape that rival tobacco use?	<p>BAT rolled out an evolved strategy and purpose in 2020; to build A Better Tomorrow™ for its stakeholders. We aim to do this by reducing the health impact of our business through offering consumers with alternative products that provide more choice and less risk. We are making progress in implementing this strategy and continue to contribute to national dialogue on the regulatory and fiscal framework to support a commercially sustainable re-entry into the tobacco-free modern oral nicotine category.</p> <p>We are confident that this, together with investments in creating a more efficient, agile and focused business, will enable delivery of sustainable shareholder value into the future.</p>
3.	KHIMJI FIROZ	What cost cutting/control initiatives have been undertaken so far, and are being implemented currently, so as to ensure optimum productivity / profitability, and hence an increase in shareholders' ROI in BAT (K) Ltd? Asante!	BAT continuously reviews its ways of working, to create a more efficient, agile and focused business. One of the ways we do this is the identification and implementation of process improvements that generate long-term cost savings. Such productivity savings initiatives include optimization of raw material sourcing (leaf and wrapping materials), implementation of digital solutions for

			warehouse and logistics management which enable renegotiation of contract rates, and installation of modern, energy efficient machines and sources of power (solar power) to lower the cost and quantum of energy usage (<i>refer to page 34 & 35 of our 2021 Annual Report</i>).
4.	ALINGO KENNEDY OKOTH	I congratulate the Directors and the entire Company management for a fairly good results amid external challenges faced. But my question is, why has the share price not picked up to rise above Kshs. 800 per share as it was back in 2016,2017 despite the growth and profits made?	<p>Thank you. We are committed to delivering on our strategy, thus deliver sustainable shareholder value.</p> <p>Share prices are largely influenced by a variety of economic factors and market sentiment, most of which fall outside the control of the Company. The fundamentals of the Company remain solid, as illustrated by our ability to consistently deliver against our financial objectives. In 2021, Profit After Tax grew by 18% to KSh. 6.5 billion which enabled the Company to reward shareholders with a high dividend payout amidst a very challenging external operating environment.</p>
5.	HENRY LUKE OUMA & GRACE ATIANG OUMA	Who are the directors?	<p>The current Directors of the Company are: Rita Kavashe (Chairperson), Crispin Achola (Managing Director), Philemon Kipkemoi (Finance Director), Dr. Martin Oduor-Otieno, Dr. Macharia Irungu, Marion Gathoga-Mwangi, Samuel Onyango, Carol Musyoka, Peter Mwangi, Andre Joubert (Non-Executive Directors).</p> <p>More information on the Directors can be found on page 66-69 of the 2021 Annual Report and on the Company's website at www.batkenya.com</p>
6.	NGUMBA LINAH WAITHERERO	Is it true that the failure of the nicotine pouches returning to the market is likely to cause a further decline in the share price given the CAPEX commitment verses the expected returns?	<p>We are committed to delivering on our evolved strategy and purpose, to build A Better Tomorrow™ for our stakeholders. We aim to do this by reducing the health impact of our business through offering consumers with alternative products that provide more choice and less risk.</p> <p>We are making progress in implementing this strategy and continue to contribute to national dialogue on the regulatory and fiscal framework to support a commercially sustainable re-entry into the tobacco-free modern oral nicotine category.</p>

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7.	ODHIAMBO JEREMIAH ODERA	When do we expect the payment?	An interim dividend of KSh. 3.50/- per ordinary share was paid on 16 September 2021 and a final 50/- per ordinary share has been recommended for approval by shareholders in the AGM to be paid on 24 May 2022 (the AGM date) to shareholders on the register on close of business on 22 April 2022. This will make a total dividend for the year ended 31 December 2021 of KSh. 53.50/- per ordinary share.	
8.	PARIKH RISHI ARUN	How much?		
9.	MUNGAI VIRGINIA WANJIKU	When are dividends paid?		
10.	KAMAU JAMES NGUGI	How much dividend is being paid?		
11.	HENRY LUKE OUMA & GRACE ATIANG OUMA	Did you pay dividend?		
12.	MWATHI JUNE MUTHONI	When will we receive our dividend payout? How much is dividend payout per share? Who is eligible for dividend payout?		
13.	ALINGO KENNEDY OKOTH	When is the Dividend Payment date?		
14.	MBUTHIA, STEPHEN MUNGAI	Dividend per share		
15.	AMON ONDARA MAGARA	What is the rate of dividends for the year 2021?		
16.	KIRERA RODAH KATHURE	When is the next dividend?		
17.	KATUMO NGEI	Why would dividends not be paid twice in a 30% and 70 % approximately, in the		Dividend is paid in line with the Company's dividend policy. An interim dividend of KSh. 3.50/- per ordinary share was paid on 16 September 2021 and a final 50/- per ordinary

		middle of the financial year and at the end of the financial year?	share has been recommended for approval by shareholders in the AGM to be paid on 24 May 2022 to shareholders on the register on close of business on 22 April 2022.
18.	KAIMENYI EVELYN MAKENA	Can I get my dividends via Mpesa?	It is possible to be paid dividend through M-PESA. Please contact our Shares Registrar (Image Registrars) for assistance via: 0709170030/ info@image.co.ke/ BATshares@image.co.ke
19.	ANGUNGU,FRANCIS AJEGA	We need physical meeting, have noticed trading is not effective as before resulting to poor dividend payout	The Company continues to adhere to all COVID-19 related public health guidelines and protocols in force. We continue to explore opportunities for physical interactions with our shareholders, such as having hybrid AGMs in future (concurrent virtual & physical components). We sincerely hope that we will be able to physically interact with our esteemed shareholders soon.

Kathryne Maundu (Ms.)
Company Secretary
23 May 2022