

# Exhibit 16

1 UNITED STATES DISTRICT COURT  
2 FOR THE EASTERN DISTRICT OF VIRGINIA  
3 ALEXANDRIA DIVISION  
4

5 \_\_\_\_\_ )  
6 RAI STRATEGIC HOLDINGS, )  
INC., et al. )  
7 Plaintiffs, ) Civil Action  
8 vs. ) No. 1:20-cv-00393  
9 )  
10 ALTRIA CLIENT SERVICES )  
LLC, et al., )  
11 Defendants. )  
12 \_\_\_\_\_ )

13  
14 DEPOSITION OF MICHAEL MANSON  
15 Individually and as 30(b)(6) Designee of  
16 ALTRIA CLIENT SERVICES LLC  
17 (Via videoconference)  
18 November 18, 2020  
19

20  
21  
22  
23  
24 Reported by: John L. Harmonson, RPR  
25 Job No. 186494

1 M. MANSON  
2 specific items such as the licensing agreement  
3 with Fontem, such as some of the other documents  
4 in that space as well. So off the top of my  
5 head, those are the ones that I know I reviewed,  
6 but I reviewed a pretty wide range set of  
7 documents.

8 Q. Okay. And you mentioned the Fontem  
9 license. Did you review any other licenses?

10 A. The licensing agreement with JUUL.

11 Q. Any others?

12 A. No.

13 Q. So I understand you are employed by  
14 Philip Morris USA; is that correct?

15 A. That's correct.

16 Q. And you're currently an officer of  
17 Philip Morris USA?

18 A. That's correct.

19 Q. And your current title, is that vice  
20 president of heated tobacco products at Philip  
21 Morris USA?

22 A. That's correct.

23 Q. And what are your responsibilities in  
24 that role?

25 A. I oversee the commercialization of the

1 M. MANSON

2 IQOS products within the United States market.

3 Q. And you understand that the topics we  
4 discussed earlier, you're designated as a  
5 representative to testify here on behalf of  
6 Philip Morris USA; correct?

7 A. Yes, I understand that.

8 Q. And prior to your role as vice  
9 president, you were a director of heated tobacco  
10 products at Philip Morris USA?

11 A. That's right.

12 Q. Okay. And you were also previously  
13 senior director of strategy and business  
14 development from about April 2019 through  
15 October 2019?

16 A. That's right.

17 Q. And your employer in that role was  
18 Altria Client Services?

19 A. I had two roles simultaneously for a  
20 portion of 2019, so I maintained my role within  
21 Philip Morris USA and also worked on a related  
22 initiative within the strategy and business  
23 development group at Altria.

24 Q. Okay. And you understand you're also  
25 a designated representative to testify here today

1 M. MANSON

2 behavior in.

3 BY MS. SMITH:

4 Q. So you did not consider Reynolds vapor  
5 products as competing with IQOS?

6 A. That's correct.

7 Q. Okay. So does Altria or Philip Morris  
8 USA currently have any e-vaping products on the  
9 market in the United States?

10 A. No.

11 Q. So it does not currently have any  
12 competitive e-vaping products to Reynolds Vuse  
13 vaping products right now?

14 MS. DANEK: Objection; form.

15 THE WITNESS: Philip Morris USA and  
16 Altria and its affiliates do not currently  
17 sell any e-vapor product.

18 BY MS. SMITH:

19 Q. Okay. But they have in the past?

20 A. Yes.

21 Q. Nu Mark has sold e-vapor products?

22 A. Yes.

23 Q. And do you recall when Nu Mark began  
24 selling any e-vapor products?

25 MS. DANEK: Objection; outside the