

**ESCROW AGREEMENT**

This Escrow Agreement is entered into as of December 23, 1998 by the undersigned State officials (on behalf of their respective Settling States), the undersigned Participating Manufacturers and Citibank, N.A. as escrow agent (the "Escrow Agent").

**WITNESSETH:**

WHEREAS, the Settling States and the Participating Manufacturers have entered into a settlement agreement entitled the "Master Settlement Agreement" (the "Agreement"); and

WHEREAS, the Agreement requires the Settling States and the Participating Manufacturers to enter into this Escrow Agreement.

NOW, THEREFORE, the parties hereto agree as follows:

**SECTION 1. *Appointment of Escrow Agent.***

The Settling States and the Participating Manufacturers hereby appoint Citibank, N.A. to serve as Escrow Agent under this Agreement on the terms and conditions set forth herein, and the Escrow Agent, by its execution hereof, hereby accepts such appointment and agrees to perform the duties and obligations of the Escrow Agent set forth herein. The Settling States and the Participating Manufacturers agree that the Escrow Agent appointed under the terms of this Escrow Agreement shall be the Escrow Agent as defined in, and for all purposes of, the Agreement.

**SECTION 2. *Definitions.***

(a) Capitalized terms used in this Escrow Agreement and not otherwise defined herein shall have the meaning given to such terms in the Agreement.

(b) "Escrow Court" means the court of the State of New York to which the Agreement is presented for approval, or such other court as agreed to by the Original Participating Manufacturers and a majority of those Attorneys General who are both the Attorney General of a Settling State and a member of the NAAG executive committee at the time in question.

**SECTION 3. *Escrow and Accounts.***

(a) All funds received by the Escrow Agent pursuant to the terms of the Agreement shall be held and disbursed in accordance with the terms of this Escrow Agreement. Such funds and any earnings thereon shall constitute the "Escrow" and shall be held by the Escrow Agent separate and apart from all other funds and accounts of the Escrow Agent, the Settling States and the Participating Manufacturers.

(b) The Escrow Agent shall allocate the Escrow among the following separate accounts (each an "Account" and collectively the "Accounts") in accordance with written instructions from the Independent Auditor:

- Subsection VI(b) Account 794 703
- Subsection VI(c) Account (First) 2 1
- Subsection VI(c) Account (Subsequent) 2 5
- Subsection VIII(b) Account
- Subsection VIII(c) Account
- Subsection IX(b) Account (First)
- Subsection IX(b) Account (Subsequent)
- Subsection IX(c)(1) Account
- Subsection IX(c)(2) Account
- Subsection IX(e) Account
- Disputed Payments Account
- State-Specific Accounts with respect to each Settling State in which State-Specific Finality occurs.

(c) All amounts credited to an Account shall be retained in such Account until disbursed therefrom in accordance with the provisions of this Escrow Agreement pursuant to (i) written instructions from the Independent Auditor; or (ii) written instructions from all of the following: all of the Original Participating Manufacturers; all of the Subsequent Participating Manufacturers that contributed to such amounts in such Account; and all of the Settling States (collectively, the "Escrow Parties"). The Escrow Agent shall be entitled to rely upon the Independent Auditor's identification of the Settling States and the Subsequent Participating Manufacturers that contributed to any amounts in an Account. In the event of a conflict, instructions pursuant to clause (ii) shall govern over instructions pursuant to clause (i).

(d) On the first Business Day after each date identified to the Escrow Agent by the Independent Auditor in writing as a date upon which any payment is due under the Agreement, the Escrow Agent shall deliver to each other Notice Party a written statement showing the amount of such payment (or indicating that no payment was made, if such is the case), the source of such payment, the Account or Accounts to which such payment has been credited, and the payment instructions received by the Escrow Agent from the Independent Auditor with respect to such payment.

(e) The Escrow Agent shall comply with all payment instructions received from the Independent Auditor unless before 11:00 a.m. (New York City time) on the scheduled date of payment it receives written instructions to the contrary from all of the Escrow Parties, in which event it shall comply with such instructions.

(f) On the first Business Day after disbursing any funds from an Account, the Escrow Agent shall deliver to each other Notice Party a written statement showing the amount disbursed, the date of such disbursement and the payee of the disbursed funds.

**SECTION 4. *Failure of Escrow Agent to Receive Instructions.***

In the event that the Escrow Agent fails to receive any written instructions contemplated by this Escrow Agreement, the Escrow Agent shall be fully protected in refraining from taking any action required under any section of this Escrow Agreement other than Section 5 until such written instructions are received by the Escrow Agent.

**SECTION 5. *Investment of Funds by Escrow Agent.***

(a) The Escrow Agent shall invest and reinvest all amounts from time to time credited to the Accounts in either (i) direct obligations of, or obligations the timely payment of principal and interest on which are fully and unconditionally guaranteed by, the United States of America or any agency thereof, maturing no more than one year after the date of acquisition thereof; (ii) repurchase agreements fully collateralized by securities described in clause (i) above and with a counterparty whose long-term debt securities are rated "AA" or higher by Standard & Poor's and "Aa" or higher by Moody's; (iii) interest-bearing time or demand deposits with, or certificates of deposit maturing within 30 days of the acquisition thereof and issued by, any bank or trust company organized under the laws of the United States of America or of any of the 50 States thereof and having combined capital, surplus and undistributed profits in excess of \$500,000,000 whose long-term unsecured debt is rated "AA" or higher by Standard & Poor's and "Aa" or higher by Moody's; (iv) commercial paper rated (on the date of acquisition thereof) at least A-1 and P-1 or equivalent by Standard & Poor's and Moody's, respectively, maturing not more than 180 days from the date of creation thereof; (v) money market funds that invest solely in securities described in clause (i) above, so long as (x) such funds are rated Aaa by Moody's and AAAM by Standard & Poor's, (y) investment therein is on a short-term basis pending disbursement or further investment and (z) absent extraordinary circumstances no more than 5% of the Escrow is held in such funds; and (vi) other investments specified by written instructions from all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%.

(b) Each reference herein to a rating from Standard & Poor's or Moody's shall be construed as an equivalent rating by another nationally recognized credit rating agency of similar standing if neither of such corporations is then in the business of rating debt and if one (but not both) of Standard & Poor's and Moody's is not then in the business of rating debt the required rating from the corporation still in such business shall suffice for purposes of this Section 5.

(c) To the extent practicable, monies credited to any Account shall be invested in such a manner so as to be available for use at the times specified by the Independent Auditor in writing as the times when monies are expected to be disbursed by the Escrow Agent and charged to such Account. Obligations purchased as an investment of monies credited to any Account shall be deemed at all times to be a part of such Account and the income or interest earned, profits realized or losses suffered with respect to such

investments (including, without limitation, any penalty for any liquidation of an investment required to fund a disbursement to be charged to such Account), shall be credited or charged, as the case may be, to, such Account and shall be for the benefit of, or be borne by, the person or entity entitled to payment from such Account.

(d) In choosing among the investment options described in subclauses (i) through (vi) of clause (a) of this Section 5 with respect to amounts credited to all Accounts that are not State-Specific Accounts, the Escrow Agent shall comply with any instructions received from time to time from (x) all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3% or (y) the Investment Manager specified in the Investment Management Agreement attached hereto as Appendix B (the "Investment Management Agreement") or any other investment manager designated by all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3% (the "Investment Manager"). In the event of a conflict, instruction given pursuant to clause (x) of the preceding sentence shall govern over instructions given pursuant to clause (y) of the preceding sentence. In the absence of such instructions, the Escrow Agent shall invest in accordance with subclause (i) of clause (a) of this Section 5.

(e) In choosing among the investment options described in subclauses (i) through (vi) of clause (a) of this Section 5 with respect to amounts credited to a State-Specific Account, the Escrow Agent shall comply with any instructions received from time to time from (x) the Settling State to which such State-Specific Account pertains or (y) the Investment Manager or any other investment manager designated by such Settling State pursuant to Section 10 of the Investment Management Agreement. In the event of a conflict, instruction given pursuant to clause (x) of the preceding sentence shall govern over instructions given pursuant to clause (y) of the preceding sentence. In the absence of such instructions, the Escrow Agent shall invest in accordance with subclause (i) of clause (a) of this Section 5.

(f) The Escrow Agent shall have the right to liquidate any investments held hereunder in order to provide funds necessary to make required payments from the appropriate Accounts under this Escrow Agreement. The Escrow Agent hereunder shall not have any liability for any loss sustained as a result of any investment made pursuant to the instructions of the parties hereto or as a result of any liquidation of any investment prior to its maturity in order to make a payment required under this Escrow Agreement.

**SECTION 6. *Substitute Form W-9; Qualified Settlement Fund.***

Each signatory to this Escrow Agreement shall provide the Escrow Agent with a correct taxpayer identification number on a substitute Form W-9 or if it does not have such a number, a statement evidencing its status as an entity exempt from back-up withholding, within 30 days of the date hereof (and, if it supplies a Form W-9, indicate thereon that it is not subject to backup withholding). The escrow established pursuant to this Escrow Agreement is intended to be treated as a Qualified Settlement Fund for

federal tax purposes pursuant to Treas. Reg. § 1.468B-1. The Escrow Agent shall comply with all applicable tax filing, payment and reporting requirements, including, without limitation, those imposed under Treas. Reg. § 1.468B made known to it by any Escrow Party or the Independent Auditor, and if requested to do so shall join in the making of the relation-back election under such regulation.

**SECTION 7. *Duties and Liabilities of Escrow Agent.***

(a) The Escrow Agent shall have no duty or obligation hereunder other than to take such specific actions as are required of it from time to time under the provisions of this Escrow Agreement, and it shall incur no liability hereunder or in connection herewith for anything whatsoever other than any liability resulting from its own gross negligence or willful misconduct. The Escrow Agent shall not be bound in any way by any agreement or contract between the Participating Manufacturers and the Settling States (whether or not the Escrow Agent has knowledge thereof) other than this Escrow Agreement, and the only duties and responsibilities of the Escrow Agent shall be the duties and obligations specifically set forth in this Escrow Agreement.

(b) The Escrow Agent may rely and shall be protected in acting or refraining from acting upon any written notice or instruction furnished to it hereunder appearing on its face to have been sent by a person entitled hereunder to deliver such notice and reasonably believed by the Escrow Agent to be genuine and to have been signed or presented by the proper party or parties. The Escrow Agent shall be under no duty to inquire into or investigate the validity, accuracy or content of any such document. In the administration of the Escrow, the Escrow Agent may execute any of its powers and perform its duties hereunder directly or through agents or attorneys and may consult with counsel, accountants and other professional persons to be selected and retained by it. In the event that the Escrow Agent shall be uncertain as to its duties or rights hereunder or shall receive instructions, claims or demands from any party hereto which, in its reasonable opinion, conflict with any of the provisions of this Escrow Agreement, it shall be entitled to refrain from taking any action other than investment and reinvestment in accordance with Section 5 and its sole obligation shall be to keep safely and invest in accordance with Section 5 all property held in escrow until it shall be directed otherwise in writing by all of the Escrow Parties or by a final order or judgment of a court of competent jurisdiction.

**SECTION 8. *Indemnification of Escrow Agent.***

The Participating Manufacturers shall indemnify, hold harmless and defend the Escrow Agent from and against any and all losses, claims, liabilities and reasonable expenses, including the reasonable fees of its counsel, which it may suffer or incur in connection with the performance of its duties and obligations under this Escrow Agreement, except for those losses, claims, liabilities and expenses resulting solely and directly from its own gross negligence or willful misconduct. Anything in this Escrow Agreement to the contrary notwithstanding, in no event shall the Escrow Agent be liable

for special, indirect or consequential loss or damage of any kind whatsoever (including but not limited to lost profits).

**SECTION 9. *Resignation or Removal of Escrow Agent.***

The Escrow Agent may resign at any time by giving not less than ten Business Days' prior written notice thereof to the other Notice Parties and may be terminated at any time by not less than ten Business Days' prior written notice to the Escrow Agent from all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%, but such resignation or termination shall not become effective until a successor Escrow Agent, selected by all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%, shall have been appointed and shall have accepted such appointment in writing. If an instrument of acceptance by a successor Escrow Agent shall not have been delivered to the resigning Escrow Agent within 90 days after the giving of such notice of resignation or termination, the resigning or terminated Escrow Agent may, at the expense of the Participating Manufacturers (to be shared according to their pro rata Market Shares), petition the Escrow Court for the appointment of a successor Escrow Agent.

**SECTION 10. *Escrow Agent Fees and Expenses; Investment Manager Fees.***

The Participating Manufacturers shall pay to the Escrow Agent its fees as set forth in Appendix A hereto as amended from time to time by agreement of the Original Participating Manufacturers and the Escrow Agent. The Participating Manufacturers shall pay to the Escrow Agent its reasonable fees and expenses, including all reasonable expenses, charges, counsel fees, and other disbursements incurred by it or by its attorneys, agents and employees in the performance of its duties and obligations under this Escrow Agreement. Such fees and expenses shall be shared by the Participating Manufacturers according to their pro rata Market Shares. The fees of the Investment Manager shall be paid in accordance with Section 10 of the Investment Management Agreement.

**SECTION 11. *Notices.***

All notices, written instructions or other communications to any party or other person hereunder shall be given in the same manner as, shall be given to or by the same person as, and shall be effective at the same time as provided in subsection XVIII(k) of the Agreement.

**SECTION 12. *Setoff; Reimbursement.***

The Escrow Agent acknowledges that it shall not be entitled to set off against any funds in, or payable from, any Account to satisfy any liability of any Participating Manufacturer. Each Participating Manufacturer that pays more than its pro rata Market Share of any payment that is made by the Participating Manufacturers to the Escrow Agent pursuant to Section 8, 9 or 10 hereof shall be entitled to reimbursement of such

excess from the other Participating Manufacturers according to their pro rata Market Shares of such excess.

**SECTION 13. *Intended Beneficiaries; Successors.***

(a) No persons or entities other than the Settling States, the Participating Manufacturers and the Escrow Agent are intended beneficiaries of this Escrow Agreement, and only the Settling States, the Participating Manufacturers and the Escrow Agent shall be entitled to enforce the terms of this Escrow Agreement. Pursuant to the Agreement, the Settling States have designated NAAG and the Foundation as recipients of certain payments; for all purposes of this Escrow Agreement, the Settling States shall be the beneficiaries of such payments entitled to enforce payment thereof. The provisions of this Escrow Agreement shall be binding upon and inure to the benefit of the parties hereto and, in the case of the Escrow Agent and Participating Manufacturers, their respective successors. Each reference herein to the Escrow Agent or to a Participating Manufacturer shall be construed as a reference to its successor, where applicable.

(b) Neither this Escrow Agreement nor any right or interest hereunder may be assigned in whole or in part by the Escrow Agent without the prior consent of all of the Escrow Parties.

**SECTION 14. *Governing Law.***

This Escrow Agreement shall be construed in accordance with and governed by the laws of the State in which the Escrow Court is located, without regard to the conflicts of law rules of such state.

**SECTION 15. *Jurisdiction and Venue.***

The parties hereto irrevocably and unconditionally submit to the continuing exclusive jurisdiction of the Escrow Court for purposes of any suit, action or proceeding seeking to interpret or enforce any provision of, or based on any right arising out of, this Escrow Agreement, and the parties hereto agree not to commence any such suit, action or proceeding except in the Escrow Court. The parties hereto hereby irrevocably and unconditionally waive any objection to the laying of venue of any such suit, action or proceeding in the Escrow Court and hereby further irrevocably waive and agree not to plead or claim in the Escrow Court that any such suit, action or proceeding has been brought in an inconvenient forum.

**SECTION 16. *Amendments.***

This Escrow Agreement may be amended only by written instrument executed by all of the parties hereto that would be affected by the amendment. The waiver of any rights conferred hereunder shall be effective only if made in a written instrument executed by the waiving party. The waiver by any party of any breach of this Escrow Agreement shall not be deemed to be or construed as a waiver of any other breach,

whether prior, subsequent or contemporaneous, of this Escrow Agreement, nor shall such waiver be deemed to be or construed as a waiver by any other party.

**SECTION 17. *Counterparts.***

This Agreement may be signed in any number of counterparts, each of which shall be an original, with the same effect as if the signatures thereto and hereto were upon the same instrument. Delivery by facsimile of a signed counterpart shall be deemed delivery for purposes of acknowledging acceptance hereof; however, an original executed Escrow Agreement must promptly thereafter be delivered to each party.

**SECTION 18. *Captions.***

The captions herein are included for convenience of reference only and shall be ignored in the construction and interpretation hereof.

**SECTION 19. *Conditions to Effectiveness.***

This Escrow Agreement shall become effective when each party hereto shall have signed a counterpart hereof and the Escrow Court has entered an order approving, and retaining continuing jurisdiction over, the Escrow Agreement.

**SECTION 20. *Address for Payments.***

Whenever funds are under the terms of this Escrow Agreement required to be disbursed to a Settling State, a Participating Manufacturer, NAAG or the Foundation, the Escrow Agent shall disburse such funds by wire transfer to the account specified by such payee by written notice delivered to all Notice Parties in accordance with Section 11 hereof at least five Business Days prior to the date of payment. Whenever funds are under the terms of this Escrow Agreement required to be disbursed to any other person or entity, the Escrow Agent shall disburse such funds to such account as shall have been specified in writing by the Independent Auditor for such payment at least five Business Days prior to the date of payment.

**SECTION 21. *Reporting.***

The Escrow Agent shall provide such information and reporting with respect to the escrow as the Independent Auditor may from time to time request.

**SECTION 22. *Call-back Procedure.***

The Escrow Agent is authorized to seek confirmation of any written instructions received by it by telephone call-back to the person or persons at the sender of such instructions who is designated pursuant to subsection XVIII(k) of the Agreement to receive notice, and the Escrow Agent may rely upon the confirmation of anyone purporting to be the person or persons so designated. The persons and telephone numbers for call-backs may be changed only in a writing actually received and acknowledged by



the Escrow Agent. The parties to this Escrow Agreement acknowledge that such security procedure is commercially reasonable.

**SECTION 23. *Investment Management Agreement.***

The Investment Management Agreement attached hereto as Appendix B is hereby incorporated by reference and execution of this Escrow Agreement by any Escrow Party shall constitute its execution of such Investment Management Agreement.

- IN WITNESS WHEREOF, the parties have executed this Escrow Agreement as of the day and year first hereinabove written.

**APPENDIX A**  
(to Escrow Agreement)

**FEE SCHEDULE FOR ESCROW SERVICES**

First 12 months .....	\$250,000
Second 12 months .....	\$350,000
Each 12 months thereafter.....	\$100,000

No Transmission Information Available  
12 DEC 23 1998 1:41:44PM

WORKSRV3 printed image  
WATCHDOG LIPTON -> 919176635399

on 12/23/1998 03:45PM \* Pg 2/2  
NO.882 P.2/2  
NO.398 002

**PHILIP MORRIS INCORPORATED**

By: Martin J. Barrington  
Martin J. Barrington  
General Counsel

Date: December 23, 1998

No Transmission Information Available for

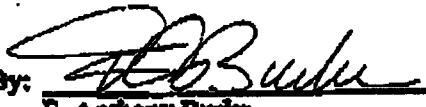
WORKSRV1 printed image 1 on 12/23/1998 01:30PM \* Pg 2/2

DEC 23 '98 13:29 FR LAW SURKE  
12/23 '98 13:02

502 568 8418 TO 912-24032254

P.02/02  
NO.396 CAG

**BROWN & WILIAMSON TOBACCO  
CORPORATION**

By:   
F. Anthony Burke  
Vice President and General Counsel

Date: 12/23/98

LORILLARD TOBACCO COMPANY

By: Ronald S. Milstein  
Ronald S. Milstein  
General Counsel

Date: 12/23/98

R.J. REYNOLDS TOBACCO COMPANY

By: Charles A. Blixt  
Charles A. Blixt  
Executive Vice President and  
General Counsel

Date: 12-23-98

Transmission Information Available

DEC.23.1998 6:40PM

CITIBANK CORP AGT TR

WORKSRV2 printed image of

on 12/23/1998 06:33PM \* Pg 2/2

NO.335

P.2

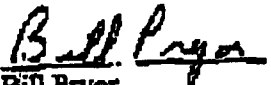
002

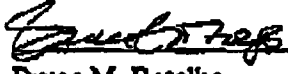
CITIBANK, N.A.


By:


  
Lisa J. Price  
Vice President

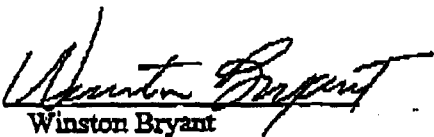
Date: 12/23/98


  
Bill Pryor  
Attorney General of Alabama

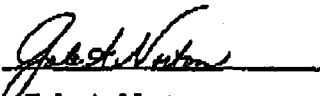
  
Bruce M. Botelho  
Attorney General of Alaska


  
Toetsagata Albert Mailo  
Attorney General of American Samoa

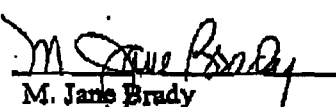
  
Grant Woods  
Attorney General of Arizona

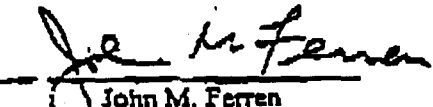
  
Winston Bryant  
Attorney General of Arkansas

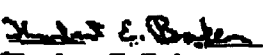
  
Daniel E. Lungren  
Attorney General of California

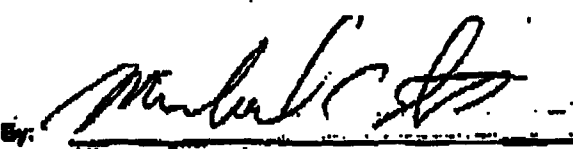
  
Gale A. Norton  
Attorney General of Colorado

  
Richard Blumenthal  
Attorney General of Connecticut

  
M. Jane Brady  
Attorney General of Delaware

  
John M. Ferren  
Corporation Counsel of D.C.


  
Thurbert E. Baker  
Attorney General of Georgia

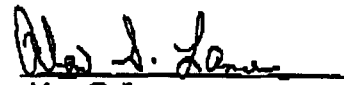
  
Michael C. Stern  
Acting Attorney General of Guam





No Transmission Information Available  
12/23/98 WED 19:08 FAX 202 400-1013


WORKSRV3 printed image BOI 2c on 12/23/1998 07:23PM \* Pg 3/8  
NAAG 003

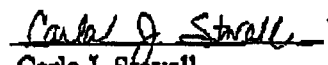
  
Margery S. Bronster  
Attorney General of Hawaii


  
Alan G. Lance  
Attorney General of Idaho


  
Jim Ryan  
Attorney General of Illinois

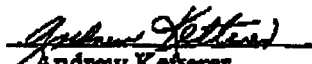
  
Jeffrey A. Modisett  
Attorney General of Indiana

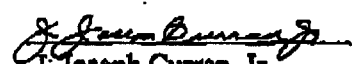
  
Tom Miller  
Attorney General of Iowa

  
Carla J. Stovall  
Attorney General of Kansas

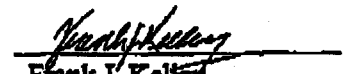
  
A.B. "Ben" Chandler III  
Attorney General of Kentucky

  
Richard P. Ieyoub  
Attorney General of Louisiana

  
Andrew Ketterer  
Attorney General of Maine

  
J. Joseph Curran, Jr.  
Attorney General of Maryland

  
Scott Harshbarger  
Attorney General of Massachusetts

  
Frank J. Kelley  
Attorney General of Michigan

No Transmission Information Available fo.  
12/23/98 WED 18:08 FAX 202 46-1013

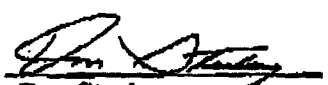
WORKSRV3 printed image 2C on 12/23/1998 07:23PM \* Pg 4/8  
NAAG 004



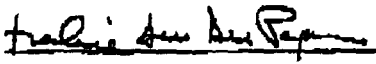
Jeremiah W. Nixon  
Attorney General of Missouri



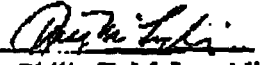
Joseph P. Mazurek  
Attorney General of Montana



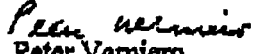
Don Stenberg  
Attorney General of Nebraska



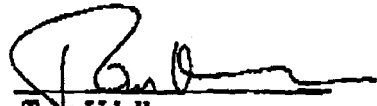
Frankie Sue Del Papa  
Attorney General of Nevada



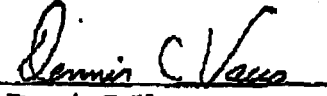
Philip T. McLaughlin  
Attorney General of New Hampshire



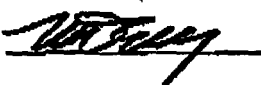
Peter Verniero  
Attorney General of New Jersey



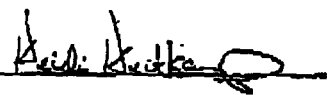
Tom Udall  
Attorney General of New Mexico



Dennis C. Vacco  
Attorney General of New York



Michael F. Easley  
Attorney General of North Carolina



Heidi Heitkamp  
Attorney General of North Dakota



Maya B. Kara  
Acting Attorney General of N.  
Mariana Island

No Transmission Information Available  
12/23/98 WED 19:08 FAX 202 7013

WORKSRV3 printed image 292C on 12/23/1998 07:23PM \* Pg 5/8  
NAAG 005

Betty D. Montgomery

Betty D. Montgomery  
Attorney General of Ohio

W. A. Drew Edmondson

W. A. Drew Edmondson  
Attorney General of Oklahoma

Hardy Myers

Hardy Myers  
Attorney General of Oregon

Mike Fisher

D. Michael Fisher  
Attorney General of Pennsylvania

José A. FUENTES - AGOSTINI

José A. Fuentes-Agostini  
Attorney General of Puerto Rico

Jeffrey B. Pine

Jeffrey B. Pine  
Attorney General of Rhode Island

Charlie Condon

Charlie Condon  
Attorney General of South Carolina

Mark Barnett

Mark Barnett  
Attorney General of South Dakota

John Knox Walkup

John Knox Walkup  
Attorney General of Tennessee

Ian Graham

Ian Graham  
Attorney General of Utah

William H. Sorrell

William H. Sorrell  
Attorney General of Vermont

Julio A. Brady




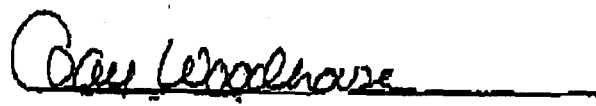
Julio A. Brady  
Attorney General of Virgin Islands

No Transmission Information Available  
12/23/98 WED 18:08 FAX 202 7013

WORKSRV3 printed image 392C on 12/23/1998 07:23PM \* Pg 6/8  
NAAG 008



Mark L. Barley  
Attorney General of Virginia

  
Christine O. Gregoire  
Attorney General of Washington  
Darrell V. McGraw Jr.  
Attorney General of West Virginia  
James E. Doyle  
Attorney General of Wisconsin

Gay Woodhouse  
Attorney General of Wyoming

No Transmission Information Available 12/23/98 WED 18:09 FAX 202 7013

WORKSRV3 printed image 292C on 12/23/1998 07:23PM \* Pg 7/8  
NAAG 007

98 (WED) 10:35

ADMINISTRATION

TEL: 8047861991

P. 002



## COMMONWEALTH of VIRGINIA

Office of the Attorney General  
Richmond 23219

Mark L. Easley  
Attorney General

800 East Main Street  
Richmond, Virginia 23219  
804-788-3071  
804-871-8848 TDD

December 22, 1998

By Telefax: (202) 408-6999

Ms. Karen Cordry  
National Association of Attorneys General  
750 1st Street, N.E., Suite 1100  
Washington, D.C. 20002

Re: Tobacco Settlement - Draft Escrow Agreement and Investment  
Management Agreement

Dear Karen:

Pursuant to Laurie Loveland's December 20 letter (received December 21) forwarding copies of the draft Escrow Agreement and Investment Management Agreement, I have reviewed those agreements with our staff attorneys and enclose herewith the executed Authorization Form for electronic signature.

Because the Investment Management Agreement (Appendix B to the Escrow Agreement) was not previously an exhibit to the Master Settlement Agreement, I must note one potential problem that arises under Virginia law. To the extent that any provisions of the Investment Management Agreement (including, but not limited to, paragraphs 12 and 16) are found to constitute indemnification or hold-harmless agreements that waive the sovereign immunity of the Commonwealth of Virginia, they would be void and unenforceable as a matter of Virginia law. Only the General Assembly of Virginia can waive the Commonwealth's sovereign immunity.

I appreciate your and Laurie Loveland's taking the time to explain certain provisions of these agreements to my staff attorneys and your continued assistance in this complex transaction.

No Transmission Information Available  
12/23/98 WED 19:09 FAX 202 7013

WORKSRV3 printed image 292c on 12/23/1998 07:23PM \* Pg 8/8  
NAAG 008

98 (WED) 10:35 ADMINISTRATION

TEL: 8047861991

P. 003

Ms. Karen Condy  
December 22, 1998  
Page 2

In accordance with the instructions in the December 20 letter, the Attorney General has also executed the original signature block, and we are mailing that to you with the original of this letter.

Sincerely,



Randolph A. Beales  
Chief Deputy Attorney General

2:57263

cc: The Honorable Mark L. Earley, Attorney General  
Ms. Laurie J. Loveland, NAAG  
Ms. Judith Williams Jagdmann, Deputy Attorney General

Enclosures

jm/NAAG (encl)

**APPENDIX B**  
(to Escrow Agreement)

**INVESTMENT MANAGEMENT AGREEMENT**

This is an Investment Management Agreement (including Annexes I and II hereto, this "Agreement") made by and between Salomon Smith Barney Inc. (herein referred to as the "Manager") and the Escrow Parties (herein collectively referred to as the "Client") identified in an Escrow Agreement dated as of December 23, 1998 (the "Escrow Agreement"), to which this Agreement is an appendix. Capitalized terms used herein and not otherwise defined shall have the meanings ascribed thereto in the Escrow Agreement.

1. The Manager will supervise and manage the investment of the Escrow established pursuant to the Escrow Agreement subject to the terms of the Escrow Agreement and to such limitations as the Client may impress upon Manager pursuant to paragraph 5 below. The Escrow Agent shall be the custodian to maintain possession of the Escrow and the Escrow Agent will not charge any custody fees over and above the Escrow Agent's fees for escrow services.

2. The Client hereby authorizes the Manager, at any time and from time-to-time, in connection with the performance of Manager's services hereunder, to issue instructions to any custodian of the Escrow or to any broker selected by the Manager for the sale, purchase or exchange of any securities or investments which the Manager may deem advisable in connection with the management of the Escrow. It is understood that brokers will be selected in accordance with the practices and procedures set forth in the Manager's response to item 12 of Part II of the Manager's Form ADV, as amended from time to time.

3. It is explicitly understood that any information or recommendations supplied by the Manager in connection with the performance of the Manager's obligations hereunder are to be regarded as confidential and for use only by the Client or such persons as the Client may designate in connection with the Escrow.

4. Nothing herein contained shall be construed to prevent the Manager or any of the Manager's affiliates and/or employees in any way from purchasing or selling any securities for the Manager's or its affiliates' and/or employees' own account(s) or for the account(s) of any other client, provided, however, that no such transaction shall violate any applicable law.

5. The Client hereby authorizes the Manager to manage the Escrow in accordance with Section 5 of the Escrow Agreement and the investment objectives and restrictions attached as Annex I hereto. With respect to any amounts credited to a State-Specific Account, the Investment Manager shall invest and reinvest all amounts credited to such Account in accordance with the law of the applicable Settling State to the extent such law

is inconsistent with Section 5 of the Escrow Agreement and is made known to it in writing by such Settling State. The Client may change these investment objectives and restrictions at any time and from time to time by a notice to the Manager signed by either (x) all of the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%, with respect to Accounts other than State-Specific Accounts governed by a separate Investment Management Agreement entered into pursuant to Section 7 of this Agreement, or (y) the Settling State to which such Account pertains, with respect to a State-Specific Account that is governed by a separate Investment Management Agreement entered into pursuant to Section 7 of this Agreement. Such changes will be confirmed to the Client by the Manager in writing. The Manager will not be required to sell any securities that become impermissible investments as a result of such change unless the Client specifically directs the Manager to do so in a notice signed by the parties specified in clause (x) or (y) (as applicable) of the preceding sentence. The Manager will, however, use its reasonable efforts to notify the Client promptly when the Manager becomes aware of a downgrade which, had it been in effect at the time of purchase of the instrument, would have meant that the instrument would not have been a permissible investment under clause (a) of Section 5 of the Escrow Agreement and the Manager will promptly effect the disposition of the instrument following notice to the Client unless (a) otherwise instructed by a notice signed by the parties specified in clause (x) or (y) (as applicable) of the second preceding sentence, or (b) the Manager believes it is not in the best interest of Client to dispose of the instrument at such time.

6. The Manager will seek to achieve the investment objectives of the Escrow, but except for negligence or willful misconduct, neither the Manager nor any of the Manager's partners, officers, directors or employees shall be liable hereunder for any action performed or omitted to be performed, or for any errors of judgment in managing the investment of the assets of the Escrow. Nothing in this Agreement shall constitute a waiver or limitation of any right that the Client may have under the federal securities laws or any rules thereunder. The Manager will indemnify and hold harmless the Client from and against all loss, claims, liabilities and damages (including without limitation reasonable attorney's fees, but excluding any indirect, special or consequential damages), arising out of or resulting from the negligence or willful misconduct of the Manager and the Manager's partners, officers, directors and employees in connection with any action or failure to act relating to the Escrow.

7. The obligations of the parties under this Agreement shall commence when (a) this Agreement is signed by the Manager and (b) the Escrow Agreement is signed by all of the Settling States and Original Participating Manufacturers, and shall continue until canceled upon 10 days written notice as follows: Manager may terminate this Agreement upon not less than 10 days' written notice to client and each other Notice Party. Client may terminate this Agreement by delivery of written notice to Manager and each other Notice Party at least 10 days prior to the effective date of such termination or at any time prior to the Escrow Agreement becoming effective pursuant to Section 19 thereof (a) with respect to all Accounts that are not State-Specific Accounts, from all of the Original



Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%, and (b) with respect to a State Specific Account, from the Settling State to which such State-Specific Account pertains. Any notice of termination of Manager delivered pursuant to clause (b) of the preceding sentence shall designate a successor Manager, which shall be either The Chase Manhattan Bank or Bank of America, and the copy of such notice delivered to Notice Parties other than Settling States shall be accompanied by an executed investment management agreement between such Settling State, as Client, and such successor Manager in substantially the form of this Agreement. Manager shall cooperate in effecting a transition to any successor Manager. The Client may also terminate this Agreement without any penalty within five business days after the initial agreement date indicated below. The fees for the Manager's services set forth below shall accrue and be payable through the effective date of cancellation.

8. The Manager represents to the Client that the Manager is registered as an investment adviser under the Investment Advisers Act of 1940.

9. This Agreement shall not be assignable by the Manager without the consent of the Client. This Agreement represents the entire agreement between the parties with respect to the services described herein. Except as otherwise provided herein with respect to modifications that may be effected by notice from the Original Participating Manufacturers and Settling States having Allocable Shares aggregating at least 66-2/3%, this Agreement may be modified or amended only by written instrument executed by all of the parties hereto that would be affected by the modification or amendment. The waiver of any rights conferred hereunder shall be effective only if made in a written instrument executed by the waiving party. The waiver by any party of any breach of this Agreement shall not be deemed to be or construed as a waiver of any other breach, whether prior, subsequent or contemporaneous, of this Agreement, nor shall such waiver be deemed to be or construed as a waiver by any other party. This Agreement supersedes all previous agreements and understandings between the parties hereto with respect to the subject matter hereof.

10. The fees for the Manager's services hereunder are to be in accordance with the fee schedule attached as Annex II hereto, and the Independent Auditor is hereby authorized by the Client to direct the Escrow Agent to charge the Accounts for which Manager acts as Manager quarterly in arrears on the first business day of the following month with the amount of said fees. The fee schedule may be amended from time-to-time by mutual written agreement of the Manager and (x) all of the Original Participating Manufacturer and Settling States having Allocable Shares aggregating at least 66-2/3%, in the case of Accounts other than State-Specific Accounts governed by a separate Investment Management Agreement entered into pursuant to Section 7 of this Agreement, or (y) the Settling State to which such Account pertains, with respect to a State-Specific Account that is governed by a separate Investment Management Agreement entered into pursuant to Section 7 of this Agreement. Fees are computed on the average daily assets in the Escrow.

11. The Manager will notify the Client of any changes in the identity of the Manager's key investment personnel with responsibility for the services to be performed hereunder within a reasonable time after such change.

12. The authority of the Manager hereunder shall continue notwithstanding the Client's insolvency, bankruptcy or any legal disability and the Client agrees hereby to hold the Manager harmless (as and to the extent set forth in paragraph 16 hereof) from all liability, loss and expense arising as a consequence of any action taken or omitted to be taken by the Manager after any such event and prior to receipt of actual knowledge of such event. The Client hereby authorizes the Manager to accept and rely upon all instructions given on the Client's behalf by any person or entity the Manager reasonably believes to be the Client's authorized agent (agents) if such instructions are not inconsistent with the Escrow Agreement. All instructions will continue to be effective until canceled.

13. Any notices to be sent to the Client pursuant to this agreement shall be delivered to the Client in accordance with Section 11 of the Escrow Agreement, and any notices to be delivered to the Manager shall be addressed as follows:

Salomon Smith Barney Inc.  
388 Greenwich Street  
New York, New York 10013  
Attn: John Hartigan, Managing Director  
Michael Rosenbaum, General Counsel, Asset Management  
Phone: (212) 816-6000  
Fax: (212) 816-5338

14. The Client hereby agrees and acknowledges that the Manager may act on the Client's behalf even though the Manager or any of the Manager's affiliates may have a potential conflict of duty or interest in a transaction, provided that such conflict and the nature thereof is disclosed to the Client in Part II of Manager's Form ADV or otherwise in writing. This includes the fact that the Manager or one of the Manager's affiliates may: (a) provide brokerage services to other clients; (b) act as underwriter, dealer or placement agent with respect to securities; (c) invest on the Client's behalf in mutual or unit trust funds established, sponsored, advised or managed by the Manager or one of the Manager's affiliates; (d) act as a counterparty in currency exchange transactions; (e) act in the same transaction as agent for more than one client; or (f) have a material interest in an issue of securities. Manager earns fees and profits from the activities described in the previous sentence in addition to the fees charged to the Client for the Manager's services under this Agreement.

15. This Agreement and the legal relations between the parties shall be governed by and construed in accordance with the laws of the State of New York, without regard to conflict of law doctrines.

16. The Client shall, by allowance of a claim for set-off against the funds under management hereunder, indemnify, hold harmless and defend the Manager (ratably to the funds under management hereunder payable to it) from and against any and all losses, claims, liabilities and reasonable expenses, including the reasonable fees of its counsel, which it may suffer or incur in connection with the performance of its duties and obligations under this Agreement, except for those losses, claims, liabilities and expenses resulting solely and directly from its own negligence or willful misconduct. Anything in this Agreement to the contrary notwithstanding, in no event shall the Manager be liable for special, indirect or consequential loss or damage of any kind whatsoever (including but not limited to lost profits). The provisions of this Section 16 shall survive termination of this Agreement.

17. The Manager shall have the right to cause the liquidation of any investments held under the Escrow Agreement in order to provide funds necessary to make payments required under the Escrow Agreement. The Manager shall not have any liability for any loss sustained as a result of any liquidation of any investment prior to its maturity in order to make a payment required under the Escrow Agreement.

18. By acceptance of this Agreement, the Client acknowledges receipt of Part II of the Manager's Form ADV.

MANAGER:

By: Patrick Sweeney

Title: Managing Director

Date: 12/23/98

**ANNEX I TO APPENDIX B**

**INVESTMENT GUIDELINES**

- Investment Objectives:** To maximize current income to the extent consistent with the preservation of principal and the maintenance of liquidity.
- Risk Tolerance:** Low
- Time Horizon:** The weighted average duration of the total portfolio shall be consistent with the anticipated disbursement schedule under the Escrow Agreement.
- Permitted Investments:** As provided in Section 5 of the Escrow Agreement.
- Performance Benchmark:** To be agreed upon by Manager and Client.

INVESTMENT: 12/22/99 12:50;  
DEC. 22. 1999 4:05PM  
CITIBANK CORP AGT TR  
2124801611 -> ATTY GEN TOBAOCO ; Page 29  
NO. 870  
P. 29

**ANNEX II TO APPENDIX B**

**FEE SCHEDULE FOR**  
**INVESTMENT MANAGEMENT SERVICES**

1.5 basis points per annum, payable quarterly in arrears based on average deposit balance for preceding quarter.