| Flow Name         | Originating Stock                  | Transition Values |
|-------------------|------------------------------------|-------------------|
| Initiate Smoking  | (Never Smoker)                     |                   |
| Initiate NGP      | (Never Smoker)                     |                   |
| Initiate Dual     | (Never Smoker)                     |                   |
| Switch to Smoking | (NGP User Never Smoker)            | 7.1%              |
| NGP to Dual Use   | (NGP User Never Smoker)            | 14%               |
| Quit NGP          | (NGP User Never Smoker)            | 20.8%             |
| Switch to NGP     | (Current Smoker)                   | 1.1%              |
| Smoker to Dual Use| (Current Smoker)                   | 4.3%              |
| Quit Smoking      | (Current Smoker)                   |                   |
| Revert to Smoking | (Dual User)                        | 45.2%             |
| Dual Use to NGP   | (Dual User)                        | 9.6%              |
| Quit Dual Use     | (Dual User)                        | 4.3%              |
| NGP to Dual Use   | (NGP Smoking History)              | 14%               |
| Relapse to Smoking| (NGP Smoking History)              | 7.1%              |
| Quit NGP          | (NGP Smoking History)              | 20.8%             |
| Relapse to Smoking     | (Former Smoker) | Years Quit | Relapse Prob |
|------------------------|-----------------|------------|--------------|
|                        |                 | 1          | 14.80%       |
| Initiate NGP (Former Smoker) |                 | 2          | 9.92%        |
| Relapse to Dual (Former Smoker) |                 | 3          | 6.65%        |
|                        |                 | 4          | 4.46%        |
|                        |                 | 5          | 2.99%        |
|                        |                 | 6          | 2.00%        |
|                        |                 | 7          | 1.34%        |
|                        |                 | 8          | 0.90%        |
|                        |                 | 9          | 0.60%        |
|                        |                 | 10         | 0.40%        |
|                        |                 | 11         | 0.27%        |
|                        |                 | 12         | 0.18%        |
|                        |                 | 13         | 0.12%        |
|                        |                 | 14         | 0.08%        |
|                        |                 | 15         | 0.05%        |
|                        |                 | 16         | 0.04%        |
|                        |                 | 17         | 0.02%        |
|                        |                 | 18         | 0.02%        |
|                        |                 | 19         | 0.01%        |
|                        |                 | 20         | 0.00%        |

Above values used when NGP not in market.
When NGP available, above values are modified by the respective scaling factor below

| Relapse Destination | Same Product | Alternative Product | Dual Use |
|---------------------|--------------|---------------------|----------|
| Male                | 66.6%        | 6.7%                | 26.7%    |
| Female              | 74.2%        | 16.1%               | 9.7%     |
| Relapse to NGP         | (Former NGP Never Smoker) | Years Quit | Relapse Prob |
|------------------------|---------------------------|------------|--------------|
| Initiate Smoking       | (Former NGP Never Smoker) | 1          | 14.80%       |
| Relapse to Dual Use    | (Former NGP Never Smoker) | 2          | 9.92%        |
|                        |                           | 3          | 6.65%        |
|                        |                           | 4          | 4.46%        |
|                        |                           | 5          | 2.99%        |
|                        |                           | 6          | 2.00%        |
|                        |                           | 7          | 1.34%        |
|                        |                           | 8          | 0.90%        |
|                        |                           | 9          | 0.60%        |
|                        |                           | 10         | 0.40%        |
|                        |                           | 11         | 0.27%        |
|                        |                           | 12         | 0.18%        |
|                        |                           | 13         | 0.12%        |
|                        |                           | 14         | 0.08%        |
|                        |                           | 15         | 0.05%        |
|                        |                           | 16         | 0.04%        |
|                        |                           | 17         | 0.02%        |
|                        |                           | 18         | 0.02%        |
|                        |                           | 19         | 0.01%        |
|                        |                           | 20         | 0.00%        |

Above values used when NGP not in market. When NGP available, above values are modified by the respective scaling factor below

| Relapse Destination | Same Product | Alternative Product | Dual Use |
|---------------------|--------------|---------------------|---------|
| Male                | 66.6%        | 6.7%                | 26.7%   |
| Female              | 74.2%        | 16.1%               | 9.7%    |
Above values used when NGP not in market.
When NGP available, above values are modified by the respective scaling factor below.

| Relapse to NGP (Former NGP Smoking History) | Years Quit | Relapse Prob |
|---------------------------------------------|------------|--------------|
| Relapse to Dual Use (Former NGP Smoking History) | 1          | 14.80%       |
| Relapse to Smoking (Former NGP Smoking History) | 2          | 9.92%        |
|                                              | 3          | 6.65%        |
|                                              | 4          | 4.46%        |
|                                              | 5          | 2.99%        |
|                                              | 6          | 2.00%        |
|                                              | 7          | 1.34%        |
|                                              | 8          | 0.90%        |
|                                              | 9          | 0.60%        |
|                                              | 10         | 0.40%        |
|                                              | 11         | 0.27%        |
|                                              | 12         | 0.18%        |
|                                              | 13         | 0.12%        |
|                                              | 14         | 0.08%        |
|                                              | 15         | 0.05%        |
|                                              | 16         | 0.04%        |
|                                              | 17         | 0.02%        |
|                                              | 18         | 0.02%        |
|                                              | 19         | 0.01%        |
|                                              | 20         | 0.00%        |

| Relapse Destination | Same Product | Alternative Product | Dual Use |
|---------------------|--------------|---------------------|----------|
| Male                | 66.6%        | 6.7%                | 26.7%    |
| Female              | 74.2%        | 16.1%               | 9.7%     |
| Relapse to Smoking       | (Former Dual User) | Years Quit | Relapse Prob |
|-------------------------|--------------------|------------|--------------|
| Revert to NGP (Former Dual User) |                    | 1          | 14.80%       |
| Relapse to Dual Use (Former Dual User) |                | 2          | 9.92%        |

| Years Quit | Relapse Prob |
|------------|--------------|
| 3          | 6.65%        |
| 4          | 4.46%        |
| 5          | 2.99%        |
| 6          | 2.00%        |
| 7          | 1.34%        |
| 8          | 0.90%        |
| 9          | 0.60%        |
| 10         | 0.40%        |
| 11         | 0.27%        |
| 12         | 0.18%        |
| 13         | 0.12%        |
| 14         | 0.08%        |
| 15         | 0.05%        |
| 16         | 0.04%        |
| 17         | 0.02%        |
| 18         | 0.02%        |
| 19         | 0.01%        |
| 20         | 0.00%        |

Above values used when NGP not in market.
When NGP available, above values are modified by the respective scaling factor below

| Relapse Destination | Same Product | Alternative Product | Dual Use |
|---------------------|--------------|---------------------|----------|
| Male                | 66.6%        | 6.7%                | 26.7%    |
| Female              | 74.2%        | 16.1%               | 9.7%     |