# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): June 17, 2016

# **VECTOR GROUP LTD.**

(Exact Name of Registrant as Specified in Its Charter)

### DELAWARE

(State or Other Jurisdiction of Incorporation)

1-5759	65-0949535				
(Commission File Number)	(I.R.S. Employer Identification No.)				
4400 Biscayne Boulevard, Miami, Florida	33137				
(Address of Principal Executive Offices)	(Zip Code)				
(305)	579-8000				
(Registrant's Telephone No	umber, Including Area Code)				
Check the appropriate box below if the Form 8-K filing is intended to simultaneous General Instruction A.2. below):	ly satisfy the filing obligation of the registrant under any of the following provisions (see				
o Written communications pursuant to Rule 425 under the Securities Act	(17 CFR 230.425)				
o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (1	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)				
o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))					
o Pre-commencement communications pursuant to Rule 13e-4(c) under t	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))				

#### Item 7.01. Regulation FD Disclosure.

Vector Group Ltd. has prepared materials for presentations to investors. The materials are furnished (not filed) as Exhibits 99.1, 99.2 and 99.3 to this Current Report on Form 8-K pursuant to Regulation FD.

These presentations include, but are not limited to, the Jefferies 2016 Consumer Conference (Tuesday, June 21, 2016 at 3:00 PM EDT) and the Oppenheimer 16<sup>th</sup> Annual Consumer Conference (Wednesday, June 22, 2016 at 11:05 AM EDT). Live, listen-only webcasts of the Jefferies and Oppenheimer presentations will be accessible on the Investor Calendar page within the Investor Relations section of Vector Group's website at www.VectorGroupLtd.com and a replay of the Jefferies and Oppenheimer presentations will be available for one year at the same location following each conference.

#### **Non-GAAP Financial Measures**

Exhibits 99.1, 99.2 and 99.3 contain the Non-GAAP Financial Measures discussed below.

Non-GAAP Financial Measures include adjustments for purchase accounting associated with the Company's acquisition of its additional 20.59% interest in Douglas Elliman Realty, LLC, and the related purchase accounting adjustments, occurred prior to the beginning of each period presented. Non-GAAP Financial Measures also include adjustments for litigation settlement and judgment expenses in the Tobacco segment, settlements of long-standing disputes related to the Master Settlement Agreement in the Tobacco segment, restructuring and pension settlement expense in the Tobacco segment, non-cash stock compensation expense (for purposes of Pro-forma Adjusted EBITDA only) and non-cash interest items associated with the Company's convertible debt.

Pro-forma Adjusted Revenues, Pro-forma Adjusted EBITDA, Pro-forma Adjusted Net Income, Pro-forma Adjusted Operating Income, Tobacco Adjusted Operating Income, New Valley LLC Pro-forma Adjusted Revenues, New Valley LLC Pro-forma Adjusted EBITDA, Douglas Elliman Realty, LLC Adjusted Revenues, and Douglas Elliman Realty, LLC Adjusted EBITDA (hereafter referred to as "the Non-GAAP Financial Measures") are financial measures not prepared in accordance with GAAP. The Company believes that the Non-GAAP Financial Measures that supplement discussions and analysis of its results of operations and enhances an understanding of its operating performance. The Company believes the Non-GAAP Financial Measures provide investors and analysts with a useful measure of operating results unaffected by differences in capital structures, capital investment cycles and ages of related assets among otherwise comparable companies. Management uses the Non-GAAP Financial Measures as measures to review and assess operating performance of the Company's business, and management and investors should review both the overall performance (GAAP net income) and the operating performance (the Non-GAAP Financial Measures) of the Company's business. While management considers the Non-GAAP Financial Measures to be important, they should be considered in addition to, but not as substitutes for or superior to, other measures of financial performance prepared in accordance with GAAP, such as operating income, net income and cash flows from operations. In addition, the Non-GAAP Financial Measures are susceptible to varying calculations and the Company's measurement of the Non-GAAP Financial Measures may not be comparable to those of other companies.

Pro-forma Adjusted Revenues is defined as Revenues plus the additional revenues as a result of the consolidation of Douglas Elliman plus one-time purchase accounting adjustments to fair value for deferred revenues recorded in connection with the increase of the Company's ownership of Douglas Elliman. EBITDA is defined as Net Income before Interest, Taxes, Depreciation and Amortization. Pro-forma Adjusted EBITDA is EBITDA, as defined above, and as adjusted for changes in fair value of derivatives embedded with convertible debt, equity gains (losses) on long-term investments, gains (losses) on sale of investment securities available for sale, equity income from non-consolidated real estate businesses, loss on extinguishment of debt, acceleration of interest expense related to debt conversion, stock-based compensation expense (for purposes of Pro-Forma Adjusted EBITDA only), litigation settlement and judgment expense, settlements of long-standing disputes related to the Master Settlement Agreement ("MSA"), restructuring and pension settlement expense, gains on acquisition of Douglas Elliman, changes to EBITDA as a result of the consolidation of Douglas Elliman and other charges.

New Valley LLC ("New Valley"), the real estate subsidiary of the Company, owns real estate and 70.59% of Douglas Elliman, the largest residential brokerage firm in the New York metropolitan area, as well as a minority stake in numerous real estate investments. New Valley LLC Pro-forma Adjusted Revenues and New Valley LLC Proforma Adjusted EBITDA are defined as the portion of Pro-forma Adjusted Revenues and Pro-forma Adjusted EBITDA that relate to New Valley. New Valley's Pro-forma Adjusted EBITDA does not include an allocation of expenses from the Corporate and Other segment of Vector Group Ltd.

#### Forward-Looking Statements

This Current Report on Form 8-K contains forward-looking statements, which involve risk and uncertainties. The words "could", "believe," "expect," "estimate," "may," "will," "could," "plan," or "continue" and similar expressions are intended to identify forward-looking statements. The Company's actual results could differ significantly from the results discussed in such forward-looking statements. Factors that could cause or contribute to such differences in results and outcomes include, without limitation, those discussed under the heading "Risk Factors" in the Company's Annual Report on Form 10-K for the year ended December 31, 2015. Readers are urged not to place undue reliance on these forward-looking statements, which speak only as of the date of this Current Report on Form 8-K. The Company undertakes no obligation to (and expressly disclaims any obligation to) revise or update any forward-looking statement, whether as a result of new information, subsequent events, or otherwise (except as may be required by law), in order to reflect any event or circumstance which may arise after the date of this Current Report on Form 8-K.

### Item 9.01. Financial Statements and Exhibit

(d) Exhibit.

Exhibit No.	Exhibit
99.1	Investor presentation of Vector Group Ltd. dated June 2016 (furnished pursuant to Regulation FD).
99.2	Fact Sheet of Vector Group Ltd. dated June 1, 2016 (furnished pursuant to Regulation FD).
99.3	Fact Sheet of New Valley LLC dated June 1, 2016 (furnished pursuant to Regulation FD).

# SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

# VECTOR GROUP LTD.

By: /s/ J. Bryant Kirkland III

J. Bryant Kirkland III

Senior Vice President, Treasurer and Chief Financial Officer

Date: June 17, 2016





# **INVESTOR PRESENTATION**

June 2016



# **DISCLAIMER**

This document and any related oral presentation does not constitute an offer or invitation to subscribe for, purchase or otherwise acquire any equity securities or debt securities instruments of Vector Group Ltd. ("Vector", "Vector Group Ltd." or "the Company") and nothing contained herein or its presentation shall form the basis of any contract or commitment whatsoever.

The distribution of this document and any related oral presentation in certain jurisdictions may be restricted by law and persons into whose possession this document or any related oral presentation comes should inform themselves about, and observe, any such restriction. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.

The information contained herein does not constitute investment, legal, accounting, regulatory, taxation or other advice and the information does not take into account your investment objectives or legal, accounting, regulatory, taxation or financial situation or particular needs. You are solely responsible for forming your own opinions and conclusions on such matters and the market and for making your own independent assessment of the information. You are solely responsible for seeking independent professional advice in relation to the information and any action taken on the basis of the information.

The following presentation may contain "forward-looking statements," including any statements that may be contained in the presentation that reflect Vector's expectations or beliefs with respect to future events and financial performance, such as the expectation that the tobacco transition payment program could yield substantial incremental free cash flow. These forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contained in any forward-looking statement made by or on behalf of the Company, including the risk that changes in Vector's capital expenditures impact its expected free cash flow and the other risk factors described in Vector's annual report on Form 10-K for the year ended December 31, 2015, as filed with the SEC. Please also refer to Vector's Current Reports on Forms 8-K, filed on October 2, 2015, March 8, 2016, April 1, 2016 and April 28, 2016 (Commission File Number 1-5759) as filed with the SEC for information, including cautionary and explanatory language, relating to Non-GAAP Financial Measures in this Presentation labeled "Pro-forma Adjusted" or "Adjusted".

Results actually achieved may differ materially from expected results included in these forward-looking statements as a result of these or other factors. Due to such uncertainties and risks, potential investors are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date on which such statements are made. The Company disclaims any obligation to, and does not undertake to, update or revise and forward-looking statements in this presentation.

# **INVESTMENT HIGHLIGHTS & PORTFOLIO**

### Overview

- Diversified Holding Company with two unrelated, but complementary, businesses with iconic brand names: tobacco (Liggett Group) and real estate (Douglas Elliman)
- History of strong earnings, and Pro-Forma Adjusted EBITDA has increased from \$175.6 million in 2010<sup>(1)</sup> to \$264.3 million for the twelve months ended March 31, 2016(2)
  - Tobacco Adjusted EBITDA of \$258.2 million for the twelve months ended March 31, 2016<sup>(3)</sup>
  - Douglas Elliman, which is a 70.59%-owned subsidiary, produces Pro-Forma Adjusted Revenues of \$664.4 million and Pro-Forma Adjusted EBITDA of \$41.1 million for the twelve months ended March 31, 2016<sup>(4)</sup>
- Diversified New Valley portfolio of consolidated and non-consolidated real estate investments
- Maintains substantial liquidity with cash, marketable securities and long-term investments of \$462 million as of March 31, 2016<sup>(5)</sup> and has no significant debt maturities until February 2019
- Uninterrupted quarterly cash dividends since 1995 and an annual 5% stock dividend since 1999
- Seasoned management team with average tenure of 23 years with Vector Group
- Management team and directors beneficially own approximately 13% of Vector Group
- Perpetual cost advantage over the largest U.S. tobacco companies annual cost advantage ranged from \$163 million to \$168 million from 2011 to 2015(6)

(1) Vector's Net income for the year ended December 31, 2010 was \$54.1M. Pro-Forma Adjusted EBITDA is a Non-GAAP Financial Measure. Please refer to Exhibit 99.1 of the Company's Current Report on Form 8-K, dated October 2, 2015 (Table 1) for a reconciliation of Net income to Pro-Forma Adjusted EBITDA as well as the Disclaimer to this document on Page 2.

(2) Vector's Net income for the twelve months ended March 31, 2016 was \$57M. Pro-Forma Adjusted EBITDA is a Non-GAAP Financial Measure. Please refer to Exhibit 99.1 of the Company's Current Report on Form 8-K, filed on April 28, 2016, for a

reconciliation of Net income to Pro-Forma Adjusted EBITDA as well as the Disclaimer to this document on Page 2.

(3) All "Liggett" and "Tobacco" financial information in this presentation includes the operations of Liggett Group LLC, Vector Tobacco Inc., and Liggett Vector Brands LLC unless otherwise noted. Tobacco Adjusted EBITDA is a Non-GAAP Financial Measure and is defined in Table 3 of Exhibit 99.1 to the Company's Current Report on Form 8-K, dated April 28, 2016.

(4) Douglas Elliman's revenues were \$662.9M and its Net income was \$28.4M for the twelve months ended March 31, 2016. Pro-Forma Adjusted Revenues and Pro-Forma Adjusted EBITDA are Non-GAAP Financial Measures. Please refer to Exhibit 99.1 of the Company's Current Report on Form 8-K, dated April 28, 2016, for a reconcilitation to Revenues of Non-GAAP financial measures and Net Income to Pro-Forma Adjusted Revenues and Pro-Forma Adjusted EBITDA (Tables 9 and 10) as well as the Disclaimer to this

(5) Excludes real estate investments and approximately \$236.5 million of cash received from May 2016 issuance of \$235.0 million of Vector Group Ltd.'s 7.75% Senior Secured Notes due 2021.

(6) Cost advantage applies only to cigarettes sold below applicable market share exemption.





# LIGGETT GROUP OVERVIEW

- Fourth-largest U.S. tobacco company; founded in 1873
  - Core Discount Brands Pyramid, Grand Prix, Liggett Select, Eve and Eagle 20's
  - Partner Brands USA, Bronson and Tourney
- Consistent and strong cash flow
  - —Tobacco Adjusted EBITDA of \$258.2 million for the twelve months ended March 31, 2016<sup>(1)</sup>
  - —Low capital requirements with capital expenditures of \$5.3 million related to tobacco operations for the twelve months ended March 31, 2016
- Current cost advantage of 68 cents per pack compared to the largest U.S. tobacco companies expected to maintain volume and drive profit in core brands
  - Pursuant to the MSA, Liggett has no payment obligations unless its market share exceeds a market share exemption of approximately
     1.65% of total cigarettes sold in the United States, and Vector Tobacco has no payment obligations unless its market share exceeds a market share exemption of approximately 0.28% of total cigarettes sold in the United States
  - MSA exemption annual cost advantage has ranged from \$163 million to \$168 million for Liggett and Vector Tobacco since 2011.











# LIGGETT GROUP HISTORY

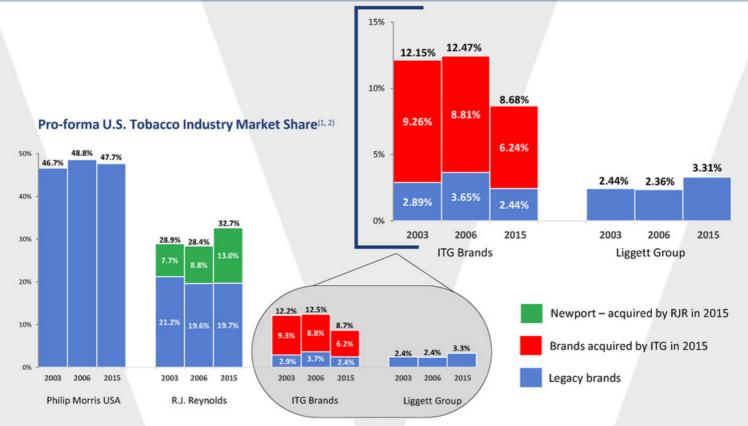


Source: MSA CRA wholesale shipment database.

Note: The Liggett and Vector Tobacco businesses have been combined into a single segment for all periods since 2007.

(1) Tobacco Adjusted EBITDA is a Non-GAAP Financial Measure and is defined in Table 3 of Exhibit 99.1 of the Company's Current Reports on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated March 8, 2016, and April 28, 2016 as Well as Table2toExhibit 99.2 of the Company's Current Report on Form 8-K, dated October 2, 2015.

# PRO-FORMA U.S. TOBACCO INDUSTRY MARKET SHARE (1)



Source: The Maxwell Report's sales estimates for the cigarette Industry for the years ended 2003 (February 2004), 2006 (February 2007) and 2015 (March 2016) and internal company estimates.

(1) Actual Market Share in 2003, 2006 and 2015 reported in the Maxwell Report for R.J. Reynolds was 29, 6%, 27.6% and 32.7%, respectively, and, for TIG Brands, was 2.9%, 3.7% and 6.6%, respectively. Pro-forma market share has been computed by Vector Group Ltd. by applying historical market share of each brand to the present owner of brand. Thus, the graph assumes each company which brand/provided the provided by R.J. Reynolds in 2004. In 2015, R.J. Reynolds in 2004 includes the market share of Brown & Williamson, which was acquired by R.J. Reynolds in 2004. In 2015, R.J. Reynolds acquired to millard Tobocac Company, which manifectured the Newport brand, and sold a portfolio of brands, including the Winston, Salem, Kool and Moverick brands to ITG Brands.

(2) Does not include smaller manufacturers, whose cumulative market shares were 9.8%, 7.9% and 2.6% in 2003, 2006 and 2015, respectively.



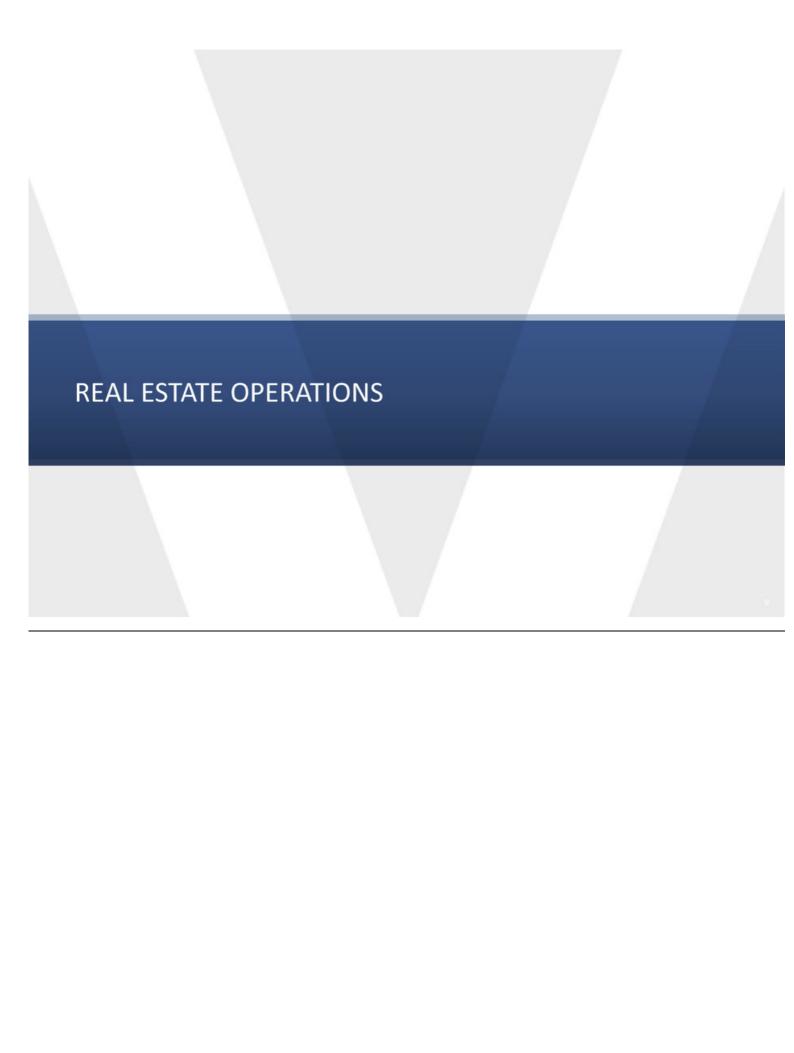
# TOBACCO LITIGATION AND REGULATORY UPDATES

### Litigation

- Liggett led the industry in acknowledging the addictive properties of nicotine while seeking a legislated settlement of litigation
- In 2013, Liggett reached a settlement with approximately 4,900 Engle progeny plaintiffs, which
  represented substantially all of Liggett's pending litigation
  - Liggett agreed to pay \$60 million in a lump sum in 2014 and the balance in installments of \$3.4 million in the following 14 years (2015 2028)
  - Approximately 255 Engle progeny plaintiffs remain
  - As of March 31, 2016, Liggett has accrued \$4.3 million for one case and there were presently another eight cases under appeal. The current range of loss in the cases under appeal is \$0 to \$4.8 million (plus attorneys' fees and interest).
  - As of March 31, 2016, Liggett has secured approximately \$15.8 million in outstanding bonds related to these cases.

# Regulatory

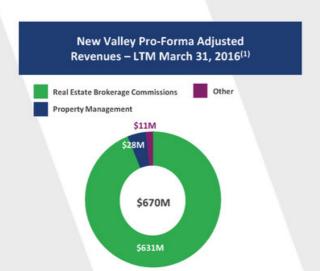
- Since 1998, the MSA has restricted the advertising and marketing of tobacco products
- In 2009, Family Smoking Prevention and Tobacco Control Act granted the FDA power to regulate the manufacture, sale, marketing and packaging of tobacco products
  - FDA is prohibited from issuing regulations that ban cigarettes
- Federal Excise Tax is \$1.01/pack (since April 1, 2009) and additional state and municipal excise taxes exist.





# **REAL ESTATE OVERVIEW**

- New Valley, which owns 70.59% of Douglas Elliman Realty, LLC, is a diversified real estate company that is seeking to acquire or invest in additional real estate properties or projects
- New Valley has invested approximately \$222 million, as of March 31, 2016, in a broad portfolio of 23 real
  estate investments





(1) New Valley's revenues were \$668.9M and New Valley's net income was \$59.4M, \$21.4M, \$11.7M and \$13.3M for the periods presented. Pro-Forma Adjusted EBITDA and Pro-Forma Adjusted Revenues are non-GAAP financial measures. For a reconciliation of Revenues to Pro-Forma Adjusted Revenues and Net income to Pro-Forma Adjusted EBITDA, please see Vector Group Ltd.'s Current Reports on Forms 8-K, filed on October 2, 2015 (Exhibit 99.2). March 8, 2016 (Exhibit 99.1) and April 28, 2016, as well as Form 10-K for the fiscal year ended December 31, 2015 (Commission File Number 1-5759) as well as the Disclaimer to this document on Page 2. New Valley's Pro-Forma Adjusted EBITDA do not include an allocation of Vector Group Ltd.'s Corporate and Other Expenses (for purposes of computing Pro-Forma Adjusted EBITDA) of \$ \$13.5M, \$11.4M, \$13.2M and \$14.0M for the periods presented, respectively.



# **DOUGLAS ELLIMAN REALTY, LLC**

- Largest residential real estate brokerage firm in the highly competitive New York metropolitan area and fourthlargest residential brokerage firm in the U.S.
- Approximately 6,000 affiliated agents and 80 offices in the U.S.
- Alliance with Knight Frank provides a network with 400 offices across 55 countries with 22,000 affiliated agents
- Also offers title and settlement services, relocation services, and residential property management services through various subsidiaries
- Became a consolidated subsidiary in December 2013



Douglas Elliman Closed Sales - LTM March 31, 2016



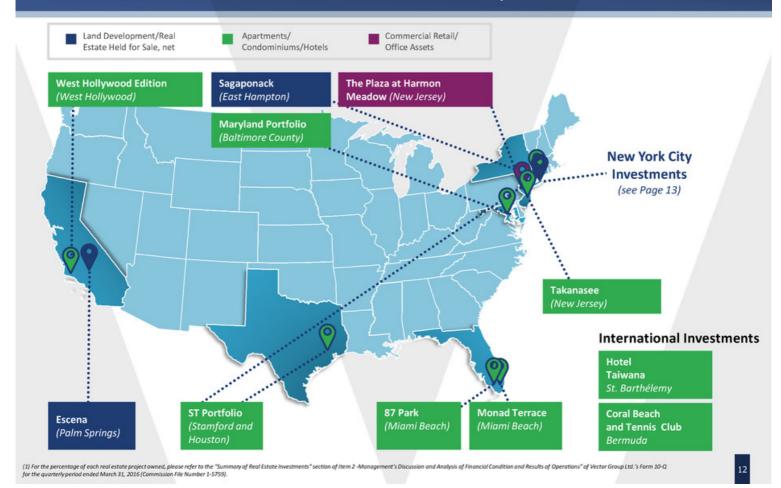




(1) Douglas Elliman's Revenues were \$662.9M or the twelve months ended December 31, 2015 and Douglas Elliman's net income was \$38.1M, \$38.4M, \$22.2M and \$28.4M for the periods presented. Pro-forma Adjusted EBITDA and Pro-forma Adjusted Revenues are non-GAAP financial measures. For a reconciliation of Pro-forma Adjusted EBITDA to net income and Pro-forma Adjusted Revenues to revenues, ploase see Vector Group Ltd.'s Current Reports on Forms 8-K, filed on October 2, 2015 (Exhibit 99.2) and March 8, 2016 (Exhibit 99.1) and Form 10-K for the fiscal year ended December 31, 2015 (Commission File Number 1-5759) as well as the Disclaimer to this document on Page 2.



# NEW VALLEY'S REAL ESTATE INVESTMENTS AT MARCH 31, 2016 (1)





# NEW VALLEY'S REAL ESTATE INVESTMENTS IN NEW YORK CITY (1)



- 1. The Marquand Upper East Side
- 2. 10 Madison Square Park West Flatiron District/NoMad
- 3. 11 Beach Street TriBeCa
- 4. 20 Times Square Times Square
- 5. 111 Murray Street TriBeCa
- 6. 357 West Street Greenwich Village
- 7. PUBLIC Chrystie House Lower East Side
- 8. The Dutch Long Island City
- 9. Queens Plaza Long Island City
- 10. Park Lane Hotel Central Park South
- 11. 125 Greenwich Street Financial District
- 12. 76 Eleventh Avenue West Chelsea

(1) For the percentage of each real estate project owned, please refer to the "Summary of Real Estate Investments" section of Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations - of Vector Group Ltd.'s Form 10-Q for the quarterly period ended March 31, 2016 (Commission File Number 1-5759).

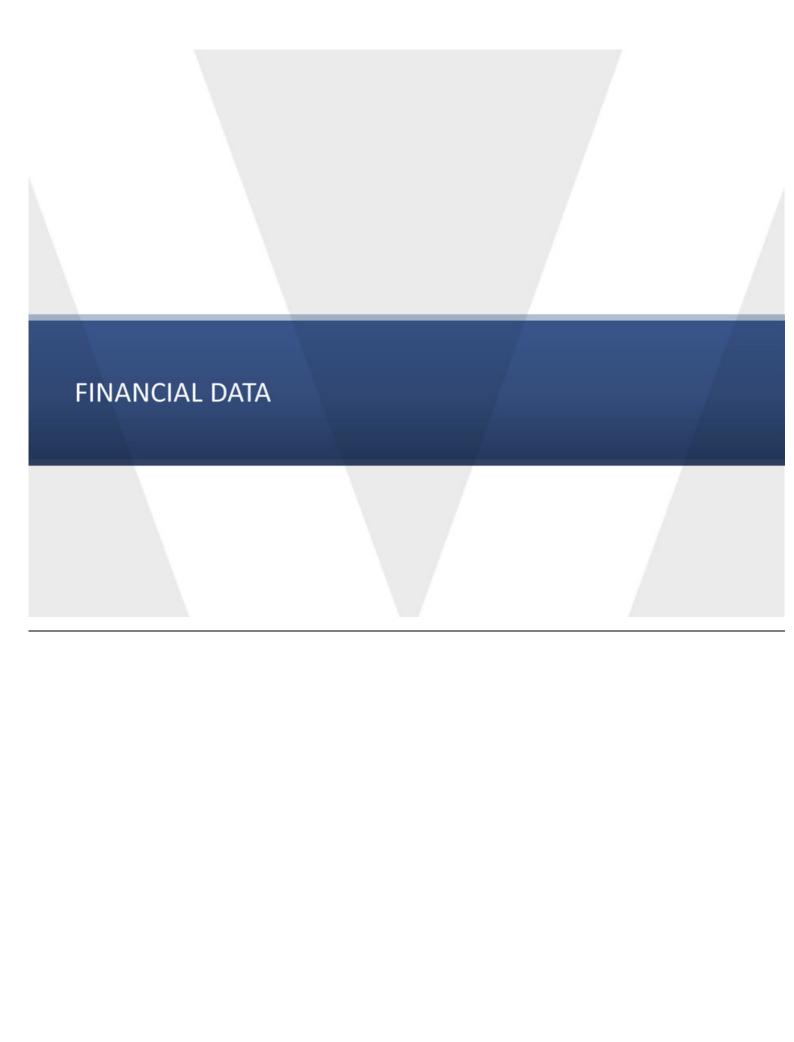


# NEW VALLEY'S REAL ESTATE SUMMARY AS OF MARCH 31, 2016 (1)

Collars in thousands   Collars in thousands   Community in the circums	100		40	1			22	
All other U.S. areas  1,975 8,739 10,714 450 Acres N/A 100.0% \$ 14,627 \$ 8,739 \$ 23,366   Condominium and Mixed Use Development (minority interest owned)  New York City SMSA \$ 115,241 \$ 21,087 \$ 136,328 2,885,000 Square feet 2015 - 2019 3.1% - 49.5% All other U.S. areas 32,843 2,008 34,851 530,000 Square feet 2017 - 2019 15.0% - 48.5%  \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet  Apartments (minority interest owned)  All other U.S. areas 16,079 \$ 191 16,270 6,005 Apartments N/A 7.6% - 16.3%  Hotels (minority interest owned)  New York City SMSA \$ 24,413 \$ (4,578) \$ 19,835 628 Hotel rooms N/A 5.2% International 13,500 (3,347) 10,153 123 Hotel rooms N/A 17.0% - 49.0%  Commercial (minority interest owned)  New York City SMSA \$ 5,317 209 5,526 217,613 Square feet N/A 49.0%  S 5,317 \$ 209 \$ 5,526  Total \$ 222,020 \$ 24,309 \$ 246,329	(Dollars in thousands)							Number of investments
All other U.S. areas  1,975 8,739 10,714 450 Acres N/A 100.0% \$ 14,627	and owned							
\$ 14,627 \$ 8,739 \$ 23,366  Condominium and Mixed Use Development (minority interest owned)  New York City SMSA \$ 115,241 \$ 21,087 \$ 136,328 2,885,000 Square feet 2015 - 2019 3.1% - 49.5% All other U.S. areas 32,843 2,008 34,851 530,000 Square feet 2017 - 2019 15.0% - 48.5%  \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet  Apartments (minority interest owned)  All other U.S. areas 16,079 191 16,270 6,005 Apartments N/A 7.6% - 16.3%  \$ 16,079 \$ 191 \$ 16,270  Hotels (minority interest owned)  New York City SMSA \$ 24,413 \$ (4,578) \$ 19,835 628 Hotel rooms N/A 5.2% International 13,500 (33,347) 10,153 123 Hotel rooms N/A 17.0% - 49.0%  \$ 37,913 \$ (7,925) \$ 29,988 751 Hotel rooms  Commercial (minority interest owned)  New York City SMSA \$ 5,317 \$ 209 \$ 5,526 217,613 Square feet N/A 49.0%  \$ 5,317 \$ 209 \$ 5,526  Total \$ 222,020 \$ 24,309 \$ 246,329  SUMMARY	ew York City SMSA	\$ 12,652	52 \$	\$ 12,652		N/A	100.0%	
Condominium and Mixed Use Development (minority interest owned)   New York City SMSA	l other U.S. areas	1,975	75 8,73	10,714	450 Acres	N/A	100.0%	
All other U.S. areas 32,843 2,008 34,851 530,000 Square feet 2017 - 2019 15.0% - 48.5% \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet \$ 2017 - 2019 15.0% - 48.5% \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet \$ 2017 - 2019 15.0% - 48.5% \$ 16,079 \$ 191 16,270 6,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$		\$ 14,627	27 \$ 8,73	\$ 23,366				
All other U.S. areas 32,843 2,008 34,851 530,000 Square feet 2017 - 2019 15.0% - 48.5% \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet \$ 2017 - 2019 15.0% - 48.5% \$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet \$ 2017 - 2019 15.0% - 48.5% \$ 16,079 \$ 191 16,270 6,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$	ondominium and Mixed Use D	evelopment (minority	y interest owned)					
\$ 148,084 \$ 23,095 \$ 171,179 3,415,000 Square feet  Apartments (minority interest owned)  All other U.S. areas	ew York City SMSA	\$ 115,241	41 \$ 21,08	\$ 136,328	2,885,000 Square feet	2015 - 2019	3.1% - 49.5%	1
Apartments (minority interest owned) All other U.S. areas 16,079 \$ 191 \$ 16,270 6,005 Apartments N/A 7.6% - 16.3%  \$ 16,079 \$ 191 \$ 16,270  Hotels (minority interest owned)  New York City SMSA \$ 24,413 \$ (4,578) \$ 19,835 628 Hotel rooms N/A 5.2% International 13,500 (3,347) 10,153 123 Hotel rooms N/A 17.0% - 49.0%  \$ 37,913 \$ (7,925) \$ 29,988 751 Hotel rooms  Commercial (minority interest owned)  New York City SMSA 5,317 209 5,526 217,613 Square feet N/A 49.0%  \$ 5,317 \$ 209 \$ 5,526  Total \$ 222,020 \$ 24,309 \$ 246,329  SUMMARY	l other U.S. areas	32,843	43 2,00	34,851	530,000 Square feet	2017 - 2019	15.0% - 48.5%	
All other U.S. areas 16,079 191 16,270 6,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$ 1,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$ 1,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$ 1,005 Apartments N/A 7.6% - 16.3% \$ 16,079 \$ 191 \$ 16,270 \$ 1,005 Apartments N/A 7.6% - 16.3% \$ 1,005 Apartments N/A 5.2% \$		\$ 148,084	84 \$ 23,09	\$ 171,179	3,415,000 Square feet			1
\$ 16,079 \$ 191 \$ 16,270  Hotels (minority interest owned)  New York City SMSA \$ 24,413 \$ (4,578) \$ 19,835 628 Hotel rooms N/A 5.2% International 13,500 (3,347) 10,153 123 Hotel rooms N/A 17.0% - 49.0% \$ 37,913 \$ (7,925) \$ 29,988 751 Hotel rooms  Commercial (minority interest owned)  New York City SMSA \$ 5,317 209 \$ 5,526 217,613 Square feet N/A 49.0% \$ 5,317 \$ 209 \$ 5,526  Total \$ 222,020 \$ 24,309 \$ 246,329  SUMMARY	partments (minority interest o	owned)						
Hotels (minority interest owned)   New York City SMSA	l other U.S. areas	16,079	79 19	16,270	6,005 Apartments	N/A	7.6% - 16.3%	
13,500   13,347   10,153   123 Hotel rooms   N/A   17.0% - 49.0%		\$ 16,079	79 \$ 19	\$ 16,270				
13,500   13,347   10,153   123 Hotel rooms   N/A   17.0% - 49.0%	otels (minority interest owned	d)						
\$ 37,913 \$ (7,925) \$ 29,988 751 Hotel rooms   Commercial (minority interest owned)   New York City SMSA   5,317   209   5,526   217,613 Square feet   N/A   49.0%	ew York City SMSA	\$ 24,413	13 \$ (4,578	\$ 19,835	628 Hotel rooms	N/A	5.2%	
Commercial (minority interest owned)           New York City SMSA         5,317         209         5,526         217,613 Square feet         N/A         49.0%           \$ 5,317         \$ 209         \$ 5,526           Total         \$ 222,020         \$ 24,309         \$ 246,329           SUMMARY	ternational	13,500	00 (3,347	10,153	123 Hotel rooms	N/A	17.0% - 49.0%	
New York City SMSA         5,317         209         5,526         217,613 Square feet         N/A         49.0%           \$ 5,317         \$ 209         \$ 5,526           Total         \$ 222,020         \$ 24,309         \$ 246,329   SUMMARY		\$ 37,913	13 \$ (7,925	\$ 29,988	751 Hotel rooms			
\$ 5,317 \$ 209 \$ 5,526  Total \$ 222,020 \$ 24,309 \$ 246,329  SUMMARY	ommercial (minority interest o							
Total <u>\$ 222,020</u> <u>\$ 24,309</u> <u>\$ 246,329</u> SUMMARY	ew York City SMSA				217,613 Square feet	N/A	49.0%	
SUMMARY		\$ 5,317	17 \$ 20	\$ 5,526				
	ital	\$ 222,020	20 \$ 24,30	\$ 246,329				2
Naw York City CMCA C 157 672 C 16 719 C 174 241	UMMARY							
New York City 3H3A 3 137,023 3 10,710 3 177,341	ew York City SMSA	\$ 157,623	23 \$ 16,71	\$ 174,341	/		/	1
All other U.S. areas 50,897 10,938 61,835	l other U.S. areas	50,897	97 10,93	61,835				
International 13,500 (3,347) 10,153	ternational	13,500	00 (3,347	10,153				
\$ 222,020 \$ 24,309 <u>\$ 246,329</u>		\$ 222,020	20 \$ 24,30	\$ 246,329				2

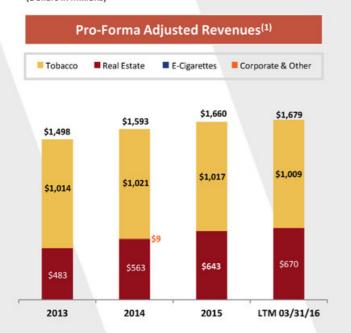
(1) For the percentage of each real estate project owned, please refer to the "Summary of Real Estate Investments" section of Item 2 -Management's Discussion and Analysis of Financial Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period ended March 31, 2016 (Commission File Number 1-5759).
(2) Includes interest expense capitalized to real estate ventures of \$13,448.





# PRO-FORMA HISTORICAL FINANCIAL DATA

#### (Dollars in millions)





(1) Vector's revenues for the periods presented were \$1.096B, \$1.080B, \$1.591B and \$1.657B, respectively. Vector's Net income for the periods presented was \$30.7M, \$37.3M, \$36.9M and \$59.2M, respectively Pro-Forma Adjusted Revenues and Pro-Forma Adjusted EBITDA are Non-GAAP Financial Measures. Please refer to the Company's Current Report on Forms 8-K, filed on October 2, 2015 (Exhibit 99.2), March 8, 2016 (Exhibit 99.1), April 1, 2016 (Exhibit 99.2) and April 28, 2016 (Exhibit 99.1) for a reconciliation of Non-GAAP financial measures to GAAP as well as the Disclaimer to this document on Page 2.

# HISTORICAL STOCK PERFORMANCE



Note: The graph above compares the total annual return of Vector's Comman Stock, tes SP 500 Index, the NYSE ARCA Tobacco Index and the Dow Jones Real Estate Total Return for the period from December 31,2005 through May 31, 2016. The graph assures that all dividends and distributions were reinvisions were reinvisions.



Vector Group Ltd. owns Liggett Group, Vector Tobacco, Zoom E-Cigs, and New Valley. New Valley owns a 70% interest in Douglas Elliman.



### TOBACCO

- Fourth-largest cigarette manufacturer in the U.S. with a strong family of brands Pyramid, Grand Prix, Liggett Select, Eve and Eagle 20's - representing 12% share of the discount market.
- Focused on brand strength and long-term profit growth, while continuing to evaluate opportunities to pursue incremental volume and margin growth.
- Annual cost advantage due to favorable treatment under the Master Settlement Agreement that has ranged between \$163 million to \$168 million since 2011.
- The only cigarette company to have reached a comprehensive settlement resolving substantially all of the individual Engle progeny product liability cases pending in Florida. The Engle progeny cases have represented the most significant litigation against the U.S. cigarette industry in recent years.











### E-CIGARETTES

In 2014, entered e-cigarette category with national rollout of Zoom, a superior disposable product featuring Tobacco and Menthol flavors.



#### REAL ESTATE

- New Valley, which owns 70.59% of Douglas Elliman Realty, LLC, is a diversified real estate company that is seeking to acquire additional operating companies and real estate properties.
- New Valley has invested approximately \$222 million, as of March 31, 2016, in a broad portfolio of 23 real estate investments.
- Douglas Elliman is the largest residential real estate brokerage firm in the New York metropolitan area and the fourth-largest in the U.S.
- Douglas Elliman's closings totaled \$23.9 billion for the twelve months ended March 31, 2016 and it has approximately 6,000 affiliated agents and 80 offices throughout the New York metropolitan area, South Florida, Aspen, Greenwich, and Los Angeles.

\$26414

LTM 3/31/2016



Tobacco Real Estate ■ E-Cigarettes Corporate and Other

2013

Pro-Forma Adjusted EBITDA

\$246M







#### **EXECUTIVE MANAGEMENT**

#### Howard M. Lorber

#### Richard J. Lampen

#### J. Bryant Kirkland III

or Vice President, Chief Financial Officer and Treasurer

enior Vice President, General Counsel and Secretary

President and Chief Executive Officer of Liggett Group LLC and Liggett Vector Brands LLC

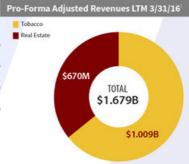
#### COMPANY HIGHLIGHTS

- Headquartered in Miami with an executive office in Manhattan and tobacco operations in North Carolina
- Employs approximately 1,400 people
- Executive management and directors beneficially own 13% of the Company
- Reported cash of \$209 million and investments with fair value of \$253 million at March 31, 2016
- Recognized as one of America's Most Trustworthy Companies by Forbes in 2013



Vector is a largely underfollowed company with a highly competent management team and numerous ways to unlock value ??

Oppenheimer analyst Ian Zaffino









\*Net income attributable to Vector Group Ltd. for the periods presented was SSTM\_SSTM\_SSTM\_SSTM\_ASSTM\_

Contact: Emily Deissler / Ben Spicehandler / Spencer Waybright of Sard Verbinnen & Co (212) 687-8080















New Valley LLC, the real estate subsidiary of Vector Group Ltd. (NYSE: VGR), owns real estate and 70% of Douglas Elliman, the largest residential brokerage firm in the New York metropolitan area, as well as a minority stake<sup>1</sup> in numerous real estate investments.

# **NEW VALLEY REAL ESTATE INVESTMENTS**

New Valley has invested approximately \$222 million, as of March 31, 2016, in a broad portfolio of real estate projects.

#### New Valley's Real Estate Investment Portfolio



# **DOUGLAS ELLIMAN**

- Largest residential real estate brokerage firm in New York metropolitan area and fourth-largest in United States.
- Closings of \$23.9 billion for the last twelve months ended March 31, 2016; Douglas Elliman has approximately 6,000 affiliated agents and 80 offices throughout the New York metropolitan area, South Florida, Aspen, Greenwich, and Los Angeles.
- Strategic Marketing Partnership with Yahoo!-Zillow® Real Estate Network that provides advertising
  exclusivity for Douglas Elliman's listings.
- Maintains an alliance with Knight Frank—the largest independent residential brokerage in the United Kingdom—to jointly market high-end properties, providing a network with 400 offices across 55 countries with 22,000 affiliated agents.
- Pro-Forma Adjusted Revenues and Pro-Forma Adjusted EBITDA of Douglas Elliman of \$664 million' and \$41.1 million', respectively, for the last twelve months ended March 31, 2016.

# 



#### New Valley's New York Real Estate Investments

- 1. The Marquand Upper East Side
- 2. 10 Madison Square Park West Flatiron District/NoMad
- 3. 11 Beach Street TriBeCa
- 4. 20 Times Square Times Square
- 5. 111 Murray Street TriBeCa
- 6. 357 West Street Greenwich Village
- 7. PUBLIC Chrystie House Lower East Side
- 8. The Dutch Long Island City
- 9. Queens Plaza Long Island City
- 10. Park Lane Hotel Central Park South
- 11. 125 Greenwich Street Financial District
- 12. 76 Eleventh Avenue West Chelsea

#### International Investments

Hotel Taiwana St. Barthélemy Coral Beach and Tennis Club Bermudo

#### EXECUTIVE MANAGEMENT

#### Howard M. Lorber

President and Chief Executive Officer

# Richard J. Lampen

J. Bryant Kirkland III

Senior Vice President, Treasurer and Chief Financial Officer

#### Marc N. Bell

Senior Vice President, Secretary and General Counsel

#### Bennett P. Borko

Executive Vice President of New Valley Realty division

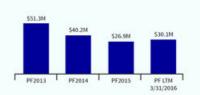
# Dorothy Herman

President and Chief Executive Officer of Douglas Elliman

### COMPANY HIGHLIGHTS

- Executive offices in Manhattan and Miami
- Employs approximately 900 people

### New Valley Pro-Forma Adjusted EBITDA



For the percentage of each real estate project owned, please refler to the "Summary of Real Estate Investments" section of Item 2 - Managements Discussion and Analysis of Financial Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period anded March 31, 2016 (Commission File Commission File Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period anded March 31, 2016 (Commission File Commission File Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period anded March 31, 2016 (Commission File Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period anded March 31, 2016 (Commission File Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period anded March 31, 2016 (Commission File Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period and the Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period and the Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the quarterly period and the Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the Quarterly period and the Condition and Results of Operations of Vector Group Ltd.'s Form 10-Q for the Quarterly period and the Condition and Condi

Douglas Eliman's Revenues were 6502.5M and Douglas Eliman's net income was \$252.4M for the teviel months ended Manch 31, 2505. New Valley's net income for the periods presented was approximately \$55.4M, \$21.7M and \$13.3M, for the periods presented, respectively. New Valley's revenues for the health on ordinate ended Manch 31, 2505. New Valley's revenues for the periods presented was approximately \$55.4M, \$21.7M and \$13.3M, for the periods presented, respectively. New Valley's Pre-Formal Applicated Elimitial Association of Vestor Group (1.5). Companies and Other Presents (presented, Pre-Formal Applicated Elimitial Association of Vestor Group (1.5). Companies and Other Pre-Formal Applicated Elimitial Association of Vestor Group (1.5). Companies and Other Pre-Formal Applicated Elimitial Association of Vestor Group (1.5). Commanded Elimitial Association of Vestor Group (1.5). Comman

Contact: Emily Deissler / Ben Spicehandler / Spencer Waybright of Sard Verbinnen & Co (212) 687-8080

www.newvalley.com