

## JAPAN TOBACCO INC.

(Unit : JPY Million)

	FY 3/05	FY 3/06	FY 3/07	FY 3/08	FY 3/09	FY 3/10	FY 3/11
Net sales	4,664,513	4,637,657	4,769,387	6,409,726	6,832,307	6,134,695	6,194,554
Cost of sales	3,713,725	3,734,073	3,844,768	5,228,925	5,554,398	5,022,637	5,074,074
Gross profit	950,788	903,583	924,619	1,180,801	1,277,908	1,112,057	1,120,479
Selling, general and administrative expenses	677,416	596,636	592,628	750,247	914,102	815,552	791,798
Operating income	273,371	306,946	331,991	430,553	363,806	296,504	328,680
Non-operating income							
Interest income	2,015	4,300	10,384	11,238	10,104	4,473	2,174
Dividends income	1,300	1,608	1,718	2,171	2,172	2,509	853
Foreign exchange gains	1,026	-	-	-	-	-	797
Equity in earnings of affiliates	-	-	-	-	-	2,401	2,329
Gain on disposition of marketing rights	2,533	-	-	-	-	-	-
Other	9,074	6,745	3,930	8,122	18,059	6,224	5,873
Total non-operating income	15,949	12,655	16,033	21,533	30,335	15,608	12,029
Non-operating expenses							
Interest expenses	5,147	5,775	6,939	41,758	51,356	26,111	17,059
Foreign exchange losses	-	2,892	14,464	31,789	21,801	20,228	-
Financial support for domestic leaf tobacco growers	1,099	863	3,504	2,004	768	522	1,491
Periodic mutual assistance association cost	2,292	3,074	2,713	2,333	2,024	1,724	1,384
Other	10,531	9,153	8,357	11,519	10,604	8,150	8,286
Total non-operating expenses	19,069	21,759	35,980	89,405	86,555	56,736	28,222
Ordinary income	270,251	297,842	312,044	362,681	307,586	255,377	312,487
Extraordinary income							
Gain on sales of noncurrent assets	73,362	60,036	47,506	66,747	46,461	32,341	12,182
Gain on sales of investment securities	-	-	-	-	-	-	5,389
Gain from reversal of liability on fine levied under UK competition law	-	-	-	-	-	16,710	-
Other	5,926	5,416	3,348	2,217	1,915	9,464	3,028
Total extraordinary income	79,288	65,453	50,854	68,964	48,377	58,516	20,600

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(Unit : JPY Million)

	FY 3/05	FY 3/06	FY 3/07	FY 3/08	FY 3/09	FY 3/10	FY 3/11
Extraordinary loss							
Loss on sales of noncurrent assets	2,212	24,875	3,151	3,261	2,169	4,237	850
Loss on retirement of noncurrent assets	13,692	12,279	10,402	6,306	11,505	6,334	7,255
Loss on sales of investment securities	-	-	-	11,154	7,062	-	-
Impairment loss	181	11,438	2,712	3,825	16,364	6,042	5,297
Business restructuring costs	224,848	8,009	-	6,442	24,363	9,900	4,322
One-time termination payment to domestic leaf tobacco growers	4,227	-	-	-	-	-	-
Introduction costs for vending machines with adult identification functions	-	158	5,746	12,878	13,468	-	-
Expense for disposal of PCB-containing wastes	-	-	-	-	-	4,055	-
Costs related to the recall of frozen foods products	-	-	-	5,623	-	-	-
Regulatory fine in Canada	-	-	-	-	-	-	12,843
Loss on the Great East Japan Earthquake	-	-	-	-	-	-	10,966
Other	3,043	5,539	3,690	9,539	18,884	7,268	11,055
Total extraordinary losses	248,206	62,302	25,703	59,032	93,819	37,838	52,590
Income before income taxes and minority interests	101,333	300,993	337,195	372,614	262,143	276,054	280,497
Income taxes-current	70,071	49,686	84,480	117,271	126,732	114,145	152,402
Income taxes-deferred	-38,506	45,209	36,923	11,107	8,240	17,158	-21,512
Total income taxes	31,565	94,896	121,404	128,379	134,972	131,303	130,889
Income before minority interests	-	-	-	-	-	-	149,607
Minority interests in income	7,184	4,555	5,018	5,532	3,771	6,302	4,646
Net income	62,583	201,542	210,772	238,702	123,400	138,448	144,961