

Overview of Consolidated Financial Results for the 6 months ended September 30, 2011 and Full-term Forecasts for FY3/2012

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*Please be reminded that the figures shown on these slides may differ from those shown in the financial statements as they are intended to facilitate the understanding of individual businesses.

*For details, please refer to the footnotes on the slides.



Caution concerning Forward-Looking Statements

Forward-Looking and Cautionary Statements

This presentation contains forward-looking statements about our industry, business, plans and objectives, financial conditions and results of operations based on current expectations, assumptions, estimates and projections. These statements reflect future expectations, identify strategies, discuss market trends, contain projections of operational results and financial conditions, and state other forward-looking information.

These forward-looking statements are subject to various known and unknown risks, uncertainties and other factors that could cause our actual results to differ from those suggested by any forward-looking statement. We assume no duty or obligation to update any forward-looking statement or to advise of any change in the assumptions and factors on which they are based. Risks, uncertainties or other factors that could cause actual results to differ materially from those expressed in any forward-looking statement include, without limitation:

- (1) health concerns related to the use of tobacco products;
- (2) legal or regulatory developments and changes; including, without limitation, tax increases and restrictions on sales, marketing and use of tobacco products, governmental investigations and privately imposed smoking restrictions;
- (3) litigation in Japan and elsewhere;
- (4) our ability to further diversify our business beyond the tobacco industry;
- (5) our ability to successfully expand internationally and make investments outside Japan;
- (6) competition and changing consumer preferences;
- (7) the impact of any acquisitions or similar transactions;
- (8) local and global economic conditions; and
- (9) fluctuations in foreign exchange rates and the costs of raw materials.

Executive Summary

- Japanese domestic tobacco business is recovering steadily from the earth quake impact. Recovery of market share is underway and the aim is to reach 60% market share for the single month of March at fiscal year end.
- Forecast is revised up for the Japanese domestic tobacco business as sales volume forecast is revised upward.
- International Tobacco Business continued to deliver strong results for the July - September period, driven by quality top-line performance.
- International Tobacco Business projects EBITDA to grow 14% at constant rates of exchange, exceeding previous forecast.
- Pharmaceutical business showed a solid line-up of compounds in advanced stages of development. (1 compound in Phase 3 at JT, 3 out-licensed compounds overseas in Phase 3 or later). US FDA application has been filed for JTK-303 by the licensee.
- In the food business, profit increased for the 6 months ended September 30, 2011, as the flag-ship brand 'Roots' and staple food continued to deliver good performances.
- Maximum efforts are underway to achieve the JT-11 target of a compound annual growth rate of 5% for consolidated EBITDA.

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Consolidated Financial Results for the 6 months ended September 30, 2011

(JPY BN)	2010 Apr-Sep ²⁾	2011 Apr-Sep	Change		2010 Apr-Sep ²⁾	2011 Apr-Sep	Change
Adjusted Net Sales ¹⁾	1,030.1	940.3	-8.7%				
EBITDA	307.1	296.1	-3.6%	< Reference : Before goodwill amortization >			
Operating Income	200.6	193.0	-3.8%	Operating Income	246.8	235.6	-4.5%
Recurring Profit	186.4	192.5	+3.2%	Recurring Profit	232.6	235.1	+1.1%
Net Income	81.3	95.8	+17.9%	Net Income	127.5	138.5	+8.6%

- Adjusted net sales decreased due to lower sales volume in the Japanese domestic tobacco business and the negative forex impact in the international tobacco business. Although partially offset by pricing effect in the Japanese domestic tobacco business and international tobacco business, EBITDA and operating income decreased.
- Recurring profit and net income increased.

1) Adjusted net sales do not include excise tax, revenue from the imported tobacco, domestic duty free, the China Division and other peripheral businesses in the Japanese domestic tobacco business, as well as excise tax, revenue from distribution, contract manufacturing and other peripheral businesses in the international tobacco business.

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2) Beginning with FY 3/2012, the international tobacco business has adopted IFRS. Accordingly, FY 3/2011 financial results have been restated to conform to this change.



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Japanese Domestic Tobacco Business: Results for the 6 months ended September 30, 2011

(BNU, JPY BN)	2010 Apr-Sep	2011 Apr-Sep	Change
Total Sales Volume	86.5	50.9	-41.2%
Adjusted Net Sales ¹⁾	351.4	279.5	-20.5%
EBITDA	150.1	135.6	-9.7%
Operating Income	127.7	115.7	-9.4%

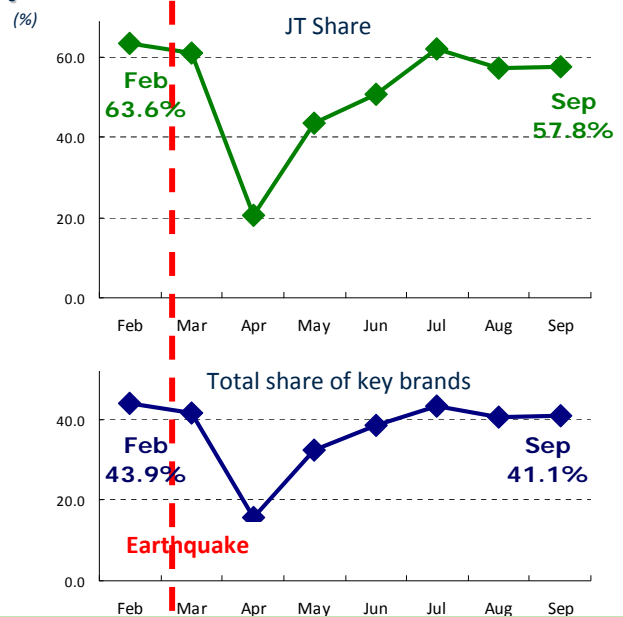
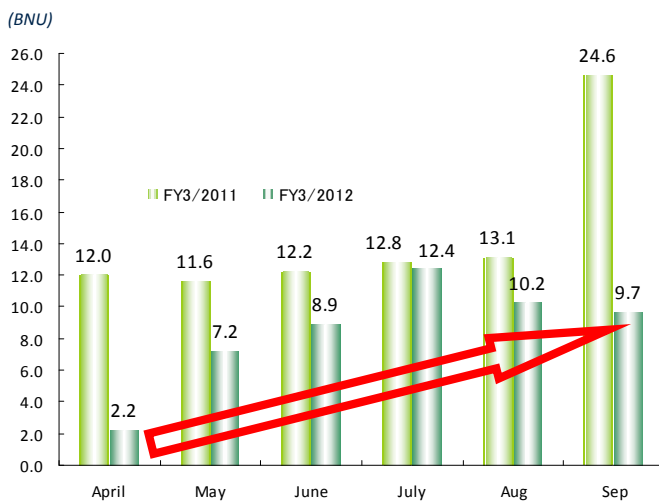
- Sales volume declined by 41.2% due to: adverse effect of temporary demand ahead of tax hike in the same period of the previous year; effect from tax and price increase; and earthquake impact.
- Although pricing effect partially offset the volume decline, net sales and profits declined.

¹⁾Adjusted net sales do not include excise tax, revenue from imported tobacco, domestic duty free, the China Division, and other peripheral businesses.



Japanese Domestic Tobacco Business: Steady Recovery from Earthquake Impact

【Monthly JT Sales Volume¹⁾】



- Sales volume for July-September declined due to the adverse effect of temporary demand ahead of tax hike in the same period of the previous year and effect from tax and price increase, but steady recover is underway from earthquake impact.
- As shipment resumed, market share for JT brands as well as for JT's key brands is recovering steadily and the aim is to recover market share to 60% at the end of the fiscal year.

¹⁾JT sales volume does not include imported tobacco, domestic duty free, the China Division, and other peripheral businesses.



Japanese Domestic Tobacco Business: FY3/2012 Forecast

	FY3/2011	FY3/2012		Difference from Previous Forecast	Change from FY3/2011
	Actual	Previous Forecast	Revised Forecast		
(BNU,JPY BN)	a	b	c	c-b	(c-a)/a
Total Sales Volume	134.6	102.0	103.0	+1.0	-23.5%
Adjusted Net Sales ¹⁾	617.9	564.5	569.0	+4.5	-7.9%
EBITDA	257.6	241.0	244.0	+3.0	-5.3%
Operating Income	212.9	195.5	199.0	+3.5	-6.5%

- Total sales volume is revised upward by 1 billion cigarettes.
- Following the upward revision of the total sales volume, adjusted net sales and EBITDA are both revised upward.

¹⁾Adjusted net sales do not include excise tax, revenue from imported tobacco, domestic duty free, the China Division, and other peripheral businesses.



Japanese Domestic Tobacco Business : Initiatives to Recover Market Share

[New product launches & product renewals]



<Smokeless Tobacco>
Zero style Mint
Renewal in early December



<Smokeless Tobacco>
Zero style Bitter Leaf
New Product launch
in early December



<Renewal>
5 SKUs of Cabin Family
Renewal in early November



<Super Slim Product>
Seven Stars Cutting Menthol
New product launch
in late August

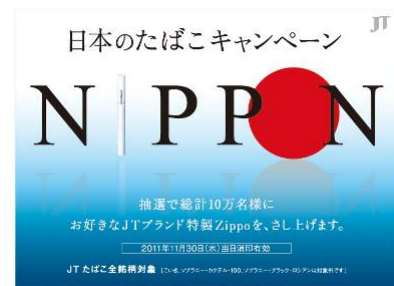


<With Capsule>
Planissimo Viv Menthol
New product launch
in early November



<Renewal>
Seven Stars Alaska Menthol
in late October

【Consumer promotion】



Zippo is all 18 types!! Choose your favorite design, please.

Japanese Tobacco Campaign

- New product launches and renewals, direct approach to consumers through campaigns and collaboration with our retailer customers are underway to strengthen our competitiveness.



International Tobacco Business: Results for Jul-Sep 2011

(BNU,MM\$)	2011 Jan-Mar	2011 Apr-Jun	2011 Jul-Sep	2011 Jan-Sep
Total Shipment Volume ¹⁾	94.5 (+0.5%)	110.4 (-0.2%)	114.7 (-0.0%)	319.6 (+0.0%)
GFB Shipment Volume	55.8 (+2.1%)	66.2 (+4.0%)	70.6 (+5.8%)	192.7 (+4.1%)
Core Net Sales ²⁾	2,447 (+4.4%)	2,925 (+13.8%)	3,094 (+19.3%)	8,466 (+12.8%)
Core Net Sales per thousand ³⁾ (US\$)	26.1 (+3.9%)	26.7 (+14.0%)	27.2 (+19.3%)	26.7 (+12.7%)
【at constant rates of exchange】				
Core Net Sales ²⁾	2,495 (+6.5%)	2,725 (+6.0%)	2,916 (+12.5%)	8,136 (+8.4%)
Core Net Sales per thousand ³⁾ (US\$)	26.7 (+6.0%)	24.9 (+6.2%)	25.6 (+12.5%)	25.7 (+8.3%)

- GFB shipment volume grew 5.8%, led by Winston and LD.
- Core net sales grew 19.3%, or 12.5% at constant rates of exchange, driven by favorable pricing.

¹⁾ Total shipment volume includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.

²⁾ Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses. Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation with no impact on gross margin.

³⁾ Core net sales per thousand cigarettes are calculated based on total shipment volume as defined in footnote 1 less joint venture volumes.

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International Tobacco Business: Market Share in Key Markets (12 month moving average)

	2010 Sep	2011 Sep	Change
Italy	19.4%	20.5%	+1.1ppt
France	15.8%	16.3%	+0.5ppt
Spain	20.7%	20.9%	+0.2ppt
UK	38.8%	39.0%	+0.2ppt
Russia	36.9%	37.0%	+0.1ppt
Turkey	21.8%	23.6%	+1.8ppt
Taiwan	37.7%	38.4%	+0.7ppt

Source :AC Nielsen, Logista, Altadis and JTI estimates

- Market share growth in all key markets.

International Tobacco Business: Performance by Cluster

	<u>2011</u> <u>Jan-Mar</u>	<u>2011</u> <u>Apr-Jun</u>	<u>2011</u> <u>Jul-Sep</u>	<u>2011</u> <u>Jan-Sep</u>
Total Shipment Volume ¹⁾	+0.5%	-0.2%	-0.0%	+0.0%
South & West Europe	-9.7%	+0.7%	+1.5%	-2.2%
North & Central Europe	+1.1%	-1.0%	+4.2%	+1.5%
CIS+	+0.7%	-3.1%	-4.4%	-2.6%
Rest-of-the-World	+5.3%	+5.2%	+6.0%	+5.5%
GFB Shipment Volume	+2.1%	+4.0%	+5.8%	+4.1%
South & West Europe	-9.1%	+0.7%	+2.4%	-1.8%
North & Central Europe	+4.1%	+4.8%	+9.3%	+6.2%
CIS+	+7.3%	+7.8%	+5.6%	+6.9%
Rest-of-the-World	+3.9%	+0.5%	+8.0%	+4.1%

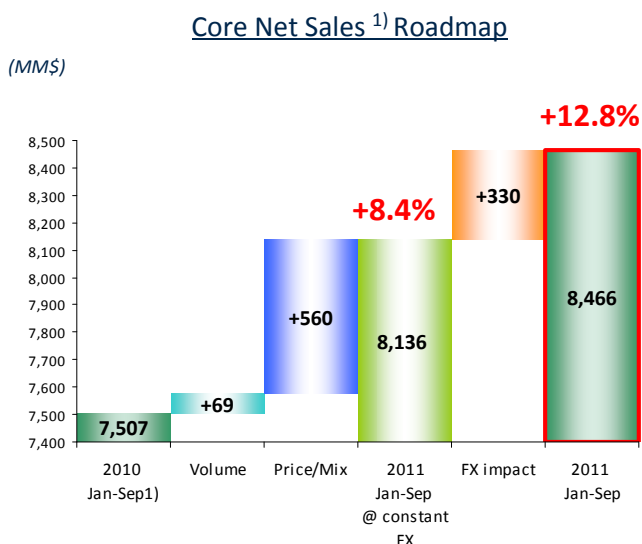
- **GFB shipment volume grew in all clusters for the July-September period.**
 - **Winston grew 10.1%, primarily driven by Russia and the Middle East.**
 - **LD grew 14.6%, primarily driven by Russia and Poland.**

1) Total shipment volume includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.

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International Tobacco Business: Core Net Sales for the January - September period



	<i>excise tax change</i>	<i>price increase</i>
Italy	Sep 2011 ⁱ⁾	Oct 2010 Jul, Sep 2011
France	-	Nov 2010 Oct 2011
Spain	Dec 2010	Dec 2010, Temporary price reduction from June to Sep 2011
UK	Jan 2011 ⁱ⁾ Mar 2011	Nov 2010 Jan, Mar, Sep 2011
Russia	Jan 2011	Dec 2010, June 2011
Turkey	Oct 2011	Oct 2011
Taiwan	Sep 2011 ⁱ⁾	Mar-Apr, Sep 2011 ⁱⁱ⁾

i) Increase in VAT ii) Price increase for some brands each month

- **Core net sales grew 12.8%, or 8.4% at constant rates of exchange, driven by favorable pricing.**
- **Seized pricing opportunities in all key markets.**

1) Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses. Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation with no impact on gross margin.

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International Tobacco Business: Revised Forecasts

(BNU, MM\$)	2010	2011		Difference from	Change from 2010
	Actual a	Previous Forecast b	Revised Forecast c	Previous Forecast c-b	(c-a)/a
<u>Shipment Volume</u>					
Total ¹⁾	428.4	428.0	426.0	- 2.0	-0.6%
GFB	249.8	257.0	257.0	+0.0	+2.9%
<u>At constant rates of exchange</u>					
Core Net Sales ²⁾	10,113	10,880	10,930	+50	+8.1%
EBITDA ³⁾	3,338	3,710	3,810	+100	+14.2%
<u>Reported</u>					
Core Net Sales ²⁾	10,113	11,490	11,230	- 260	+11.0%
EBITDA ³⁾	3,338	3,920	3,830	- 90	+14.8%
(BN JPY)					
Core Net Sales ²⁾	887.7	919.0	887.0	- 32.0	-0.1%
EBITDA ³⁾	293.0	313.0	302.0	- 11.0	+3.1%

- EBITDA at constant rates of exchange is projected to grow 14%, exceeding previous forecast, driven by stronger top-line momentum.
- Reported EBITDA is projected to grow 15% vs. previous year using current currency assumptions, which have generated \$190MM downside vs. previous forecast.
- EBITDA growth of 15% in Dollar is reduced to 3% in Yen, due to strong Yen.

¹⁾ Total shipment volume includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.

²⁾ Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses. Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation with no impact on gross margin.

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³⁾ Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, 2010 actual amounts have been restated to conform to this change, affecting EBITDA, EBITDA at constant rates of exchange.



International Tobacco Business: FX Assumptions

	2010 Average Actual	2011 Previous Assumption	2011 Revised Assumption	(reference) 2011 Jan-Sep Average Actual	(reference) 2011 Oct 21nd Spot	(reference) Average rate if 2011 Oct 21st spot rate continued until 2011 year end
RUB/\$	30.36	28.50	30.00	28.79	31.02	29.35
GBP/\$	0.65	0.61	0.62	0.62	0.63	0.62
EUR/\$	0.75	0.70	0.71	0.72	0.72	0.72
CHF/\$	1.05	0.90	0.90	0.89	0.88	0.88
TWD/\$	31.73	28.70	29.00	29.16	30.27	29.44
JPY/\$	87.79	80.00	79.00	80.59	76.18	79.49

- FX assumptions are revised to reflect current trends, which remain volatile.

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Pharmaceutical Business: Clinical Development

[Status of clinical development at licensee]

JTK-303 :

Licensed to Gilead Sciences (US)
Filed for US FDA Application for the
single-tablet regimen containing JTK-303

JTT-705 :

Licensed to Roche (Switzerland)
Phase 3 at Roche

MEK Inhibitors :

Licensed to GSK (UK)
Phase 3 at GSK

Anti-ICOS-antibiotics :

Medimmune (US)
Phase 1 at Medimmune

Advanced to Phase 1

Clinical development (as of Oct 31, 2011)

Code	Key Indication	Stage	Rights
JTK-303 (oral)	HIV Infection	In preparation for NDA filing of single-tablet regimen containing JTK-303 (Japan)	Gilead Sciences (U.S.) obtained the rights to develop and commercialize this compound worldwide, with the exception of Japan. The company has submitted the single-tablet regimen containing JTK-303 (elvitegravir) to the U.S. Food and Drug Administration (FDA) for approval.
JTT-705 (oral)	Dyslipidemia	Phase 2 (Japan)	Roche (Switzerland) obtained the rights to develop and commercialize the compound worldwide, with the exception of Japan. Development stage by Roche: Phase 3
JTT-130 (oral)	Dyslipidemia	Phase 2 (Japan)	
JTT-302 (oral)	Dyslipidemia	Phase 2 (Overseas)	
JTT-751 (oral)	Hyperphosphatemia	Phase 3 (Japan)	JT obtained the rights to develop and commercialize this compound in Japan from Keryx Biopharmaceuticals (U.S.) (Developed jointly with Torii)
JTK-853 (oral)	Hepatitis C	Phase 1 (Overseas)	
JTT-851 (oral)	Type 2 diabetes mellitus	Phase 1 (Japan)	
JTZ-951 (oral)	Renal anemia	Phase 1 (Japan)	

- Solid line-up of compounds in advanced stages of development. (1 compound in Phase 3 at JT, 3 out-licensed compounds overseas in Phase 3 or later).
- A new drug application for a single-tablet regiment containing JTK-303 has been submitted to US FDA application by the licensee.
- As for the status of clinical development at JT, development of 2 compounds was terminated while 1 compound entered Phase 1.

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Pharmaceutical Business: Results for the 6 months ended September 30, 2011 and Forecasts for FY 3/2012

【6 months results】

	2010 Apr-Sep	2011 Apr-Sep	Change
(JPY BN) Net Sales	23.1	24.3	+1.2
EBITDA	-4.8	-7.2	-2.4
Operating Income	-6.7	-9.0	-2.2

【Forecast】

	FY3/2011 Actual	FY3/2012		Difference from Previous Forecast	Change from FY3/2011
(JPY BN)	a	b	c	c-b	c-a
Net Sales	46.9	49.0	50.0	+1.0	+3.0
EBITDA	-13.2	-17.5	-14.0	+3.5	-0.7
Operating Income	-17.4	-21.5	-18.0	+3.5	-0.5

- 6 months results: Net sales grew due to strong performance of Torii Pharmaceutical while profits declined as R&D expenses increased at Torii Pharmaceutical as progress was made in clinical development.
- Forecast: Net sales is revised upward as payment of a milestone revenue is expected, and profits are revised upward as JT's R&D expenses are projected to decrease.


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Food Businesses:

Results for the 6 months ended September 30, 2011 and Forecasts for FY 3/2012

【6 months results】 (JPY BN)	2010	2011	Change	
	Apr-Sep	Apr-Sep		
Net Sales	196.8	187.5	-9.2	
Beverages	100.7	103.2	+2.4	
Processed Foods	96.0	84.3	-11.7	
EBITDA	9.6	10.9	+1.3	
Operating Income	-3.3	-2.7	+0.5	

【Forecast】 (JPY BN)	FY 3/2011	FY 3/2012		Difference from	Change from	
	Actual a	Previous Forecast b	Revised Forecast c	Previous Forecast c-b	FY3/2011 c-a	
Net Sales	375.0	365.5	373.0	+7.5	- 2.0	
EBITDA	17.2	20.0	20.0	+0.0	+2.7	
Operating Income	-9.4	-8.0	-8.5	- 0.5	+0.9	

- 6 months results: Flagship brand 'Roots' continued to deliver strong results and sales of staple food increased. However, this was not enough to compensate for the decline in revenues arising from closure of some business operation in the processed food business. Although there was cost increase associated with higher advertising expenses for 'Roots', profits increased due to improved profitability through concentration resources in staple food as well as through cost reduction.
- Forecast: Net sales are revised upward as 'Roots' is expected to continue the good performance. However, profit forecast remains unchanged as fixed cost is projected to increase for the beverage business in the second half of the fiscal year.

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Forecasts for FY 3/2012

(JPY BN)	FY3/2011	FY3/2012		Difference from	Change from
	Actual ²⁾ a	Previous Forecast b	Revised Forecast c	Previous Forecast c-b	FY3/2011 (c-a)/a
Adjusted Net Sales ¹⁾	1,946.9	1,915.0	1,895.0	- 20.0	-2.7%
EBITDA	542.5	550.0	537.0	- 13.0	-1.0%
Operating Income	333.2	336.0	329.0	- 7.0	-1.3%
Recurrig Profit	313.0	324.0	318.0	- 6.0	+1.6%
Net Income	145.3	161.0	161.0	+0.0	+10.8%
ROE(%)	9.2%	10.4%	10.4%	+0.0ppt	-
FCF*	299.7	300.0	312.0	+12.0	+4.1%
< Reference: Before goodwill amortization >					
Net Income	233.3	246.0	242.0	- 4.0	+3.7%
EPS(yen)	24,378.59	25,836.34	25,416.23	-420.11	+4.3%
Dividend per share(yen)	6,800	8,000	8,000	+0	+17.6%
Payout Ratio(%)	27.9%	31.0%	31.5%	+0.5ppt	-

* FCF forecast includes, among others, approximately JPY 100 billion of excise tax payable, which will be carried forward to the next fiscal year as last day of the fiscal year end is a holiday.

- Upward revision of sales volume in the Japanese domestic tobacco business and favorable pricing in the international tobacco business will be offset by negative forex impact. As a result, adjusted net sales, EBITDA, operating income and recurring profit are revised downward.
- Net income forecast remains unchanged.

1) Adjusted net sales do not include excise tax, revenue from the imported tobacco, domestic duty free, the China Division and other peripheral businesses in the Japanese domestic tobacco business, as well as excise tax, revenue from distribution, contract manufacturing and other peripheral businesses in the international tobacco business.

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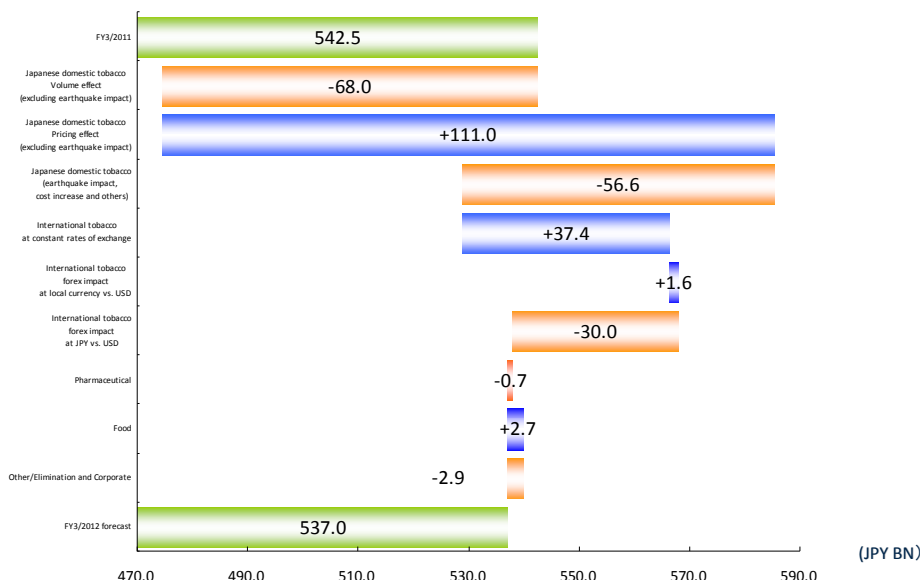
2) Beginning with FY 3/2012, the international tobacco business has adopted IFRS. Accordingly, FY 3/2011 financial results have been restated to conform to this change.



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Forecast for FY3/2012

【EBITDA Roadmap from Actual Result of FY3/2011 to the forecast of FY3/2012】

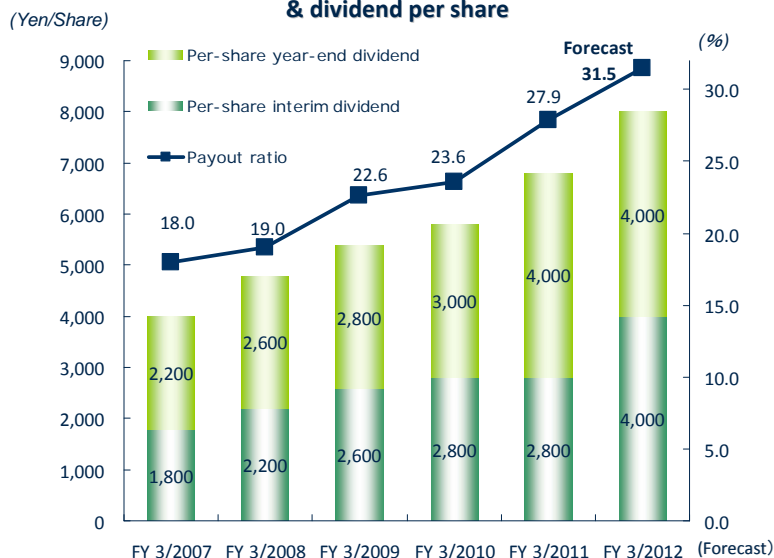


- Business momentum is expected to drive consolidated year-on-year EBITDA growth, however this will be offset by earthquake impact in the Japanese domestic tobacco business and yen-dollar forex impact in the international tobacco business.
- Maximum efforts are underway to achieve the JT-11 target of a compound annual growth rate of 5% for consolidated EBITDA.



Shareholder Return

Progress of dividend payout ratio before goodwill amortization & dividend per share



- In accordance with our basic policy, our solid cash flow will be allocated to business investment and shareholder return, thereby maintaining our original dividend policy.
- Dividend pay-out ratio before goodwill amortization is projected to reach 30% in FY 3/2012, in line with the medium-term target of JT-11.

*Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, FY 3/2011 actual amounts have been restated to conform to this change.



Basic Stance on Excise Increase and Government Share Disposal

- Stance on excise tax increase as a source for reconstruction financing.
- Stance on government share disposal.

<Back up data>

*All the Detailed figures comes to
<Back up data>*

<Back up data No.1> International Tobacco Business: January-June 2011

(BNU,MM\$)	2010 Jan-Jun	2011 Jan-Jun	Change
Total Shipment Volume ¹⁾	204.7	204.9	+0.1%
GFB Shipment Volume	118.3	122.0	+3.2%
Core Net Sales ²⁾	4,914.0	5,372.0	+9.3%
Core Net Sales per thousand ³⁾ (US\$)	24.2	26.4	+9.2%
EBITDA ⁴⁾	1,712.0	1,962.0	+14.6%
EBITDA(JPY BN)	156.3	160.8	+2.9%
[at constant rates of exchange]			
Core Net Sales ²⁾	4,914.0	5,220.0	+6.2%
Core Net Sales per thousand ³⁾ (US\$)	24.2	25.7	+6.1%
EBITDA ⁴⁾	1,712.0	1,939.0	+13.3%

1) Total shipment volume includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.
2) Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses.
Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation, with no impact on gross margin.

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3) Core net sales per thousand cigarettes are calculated based on total shipment volume as defined in footnote 1 less joint venture volumes.
4) Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, 2010 actual amounts have been restated to conform to this change, affecting EBITDA, EBITDA at constant rates of exchange.



<Back up data No.2> GFB Shipment Volume

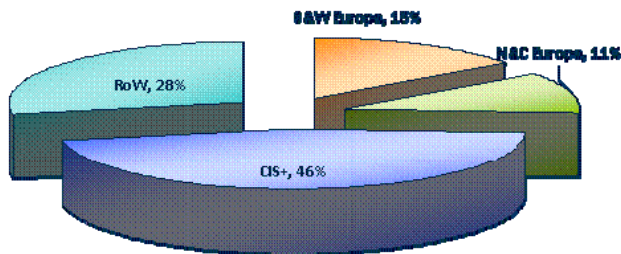
(BNU)	2011 Jan-Mar	2011 Apr-Jun	2011 Jul-Sep	2011 Jan-Sep
GFB Shipment Volume	55.8 (+2.1%)	66.2 (+4.0%)	70.6 (+5.8%)	192.7 (+4.1%)
Winston	28.0 (+3.1%)	33.5 (+4.6%)	36.3 (+10.1%)	97.7 (+6.1%)
Camel	9.0 (-5.7%)	10.7 (-0.5%)	11.1 (-2.0%)	30.8 (-2.6%)
Mild Seven	5.1 (+16.4%)	4.7 (-3.4%)	4.7 (-5.2%)	14.5 (+2.0%)
B&H	2.5 (-1.1%)	2.8 (+0.6%)	2.8 (+6.1%)	8.1 (+1.9%)
Silk Cut	1.0 (-9.3%)	1.0 (-8.9%)	1.0 (-9.8%)	3.0 (-9.3%)
LD	7.8 (+5.5%)	10.5 (+13.2%)	11.6 (+14.6%)	30.0 (+11.6%)
Sobranie	0.2 (-33.5%)	0.3 (+57.9%)	0.4 (-8.3%)	0.9 (-2.4%)
Glamour	2.2 (-0.6%)	2.7 (+1.8%)	2.7 (-13.5%)	7.7 (-4.9%)



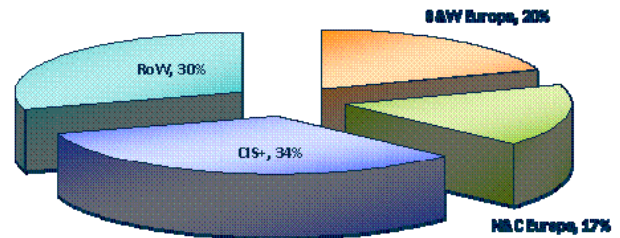
<Back up data No.3> Composition Ratio by 4 cluster

<Preliminary Jan-Sep>

Total shipment volume¹⁾



Core net sales²⁾



1) Total shipment volume includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.
2) Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses.

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<Back up data No.4> Share of Key Markets (3 Month Average)

	<u>2010</u> <u>Jul-Sep</u>	<u>2010</u> <u>Oct-Dec</u>	<u>2011</u> <u>Jan-Mar</u>	<u>2011</u> <u>Apr-Jun</u>	<u>2011</u> <u>Jul-Sep</u>
Italy	19.9%	20.3%	20.4%	20.6%	20.8%
France	16.0%	16.2%	16.2%	16.2%	16.6%
Spain	20.0%	20.8%	20.3%	20.6%	21.7%
UK	38.8%	39.4%	39.0%	38.9%	38.8%
Russia	37.1%	36.8%	37.1%	37.2%	37.0%
Turkey	23.5%	23.0%	23.3%	23.9%	24.2%
Taiwan	38.4%	38.5%	39.3%	37.7%	38.2%

Source :AC Nielsen, Logista, Altadis and JTI estimates

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<Back up data No.5> FX rate

	2010 Jan-Mar Average	2011 Jan-Mar Average	2010 Apr-Jun Average	2011 Apr-Jun Average	2010 Jul-Sep Average	2011 Jul-Sep Average	2010 Jan-Sep Average	2011 Jan-Sep Average
RUB/\$	29.85	29.30 (+1.9%)	30.25	28.00 (+8.0%)	30.62	29.08 (+5.3%)	30.24	28.79 (+5.0%)
GBP/\$	0.62	0.63 (-1.5%)	0.66	0.61 (+8.3%)	0.66	0.62 (+6.2%)	0.65	0.62 (+4.3%)
EUR/\$	0.70	0.75 (-6.0%)	0.75	0.70 (+8.5%)	0.79	0.71 (+12.3%)	0.75	0.72 (+4.7%)
CHF/\$	1.04	0.96 (+8.4%)	1.08	0.87 (+24.1%)	1.08	0.82 (+31.4%)	1.07	0.89 (+20.7%)
TWD/\$	32.09	29.51 (+8.7%)	31.71	28.86 (+9.9%)	32.09	29.13 (+10.2%)	31.96	29.16 (+9.6%)
JPY/\$	90.69	82.31 (+10.2%)	92.01	81.71 (+12.6%)	85.91	77.86 (+10.3%)	89.49	80.59 (+11.0%)



<Back up data No.6> Impact of Shift to IFRS on Financial Statements (trial calculation)

➤ Trial calculation of net sales and profits:

The table below shows, on a trial basis, adjustment roadmap of the forecast of FY 3/2012 from Japan GAAP to IFRS.

(JPY BN)	Japan GAAP	Major Adjustment Items						IFRS	
		Reclassification of other income/expense and extraordinary income/loss	Reclassification from cost to revenue	Depreciation of fixed assets	Pension/post retirement benefits	Amortization of Goodwill	Others		Adjustment total
Net Sales	2,497.0		-495.0					-495.0	2,002.0
EBITDA	537.0	-30.0		-2.0	13.0		1.0	-17.0	520.0
Operating Income	329.0	-30.0		4.0	13.0	81.0	1.0	70.0	399.0
Net Income	161.0			2.0	7.0	81.0	1.0	91.0	252.0

*The table uses the classification of forecast under Japan GAAP.

*Adjusted net sales of Japanese domestic tobacco business and international tobacco business are not affected by reclassification.



[Reference Material]

Analysis of Consolidated Financial Results for the 6 months ended September 30, 2011 and Full-term Forecast for FY 3/2012



Caution concerning forward-looking statements

Forward-Looking and Cautionary Statements

This presentation contains forward-looking statements about our industry, business, plans and objectives, financial conditions and results of operations based on current expectations, assumptions, estimates and projections. These statements discuss future expectations, identify strategies, discuss market trends, contain projections of operational results and financial condition and state other forward-looking information.

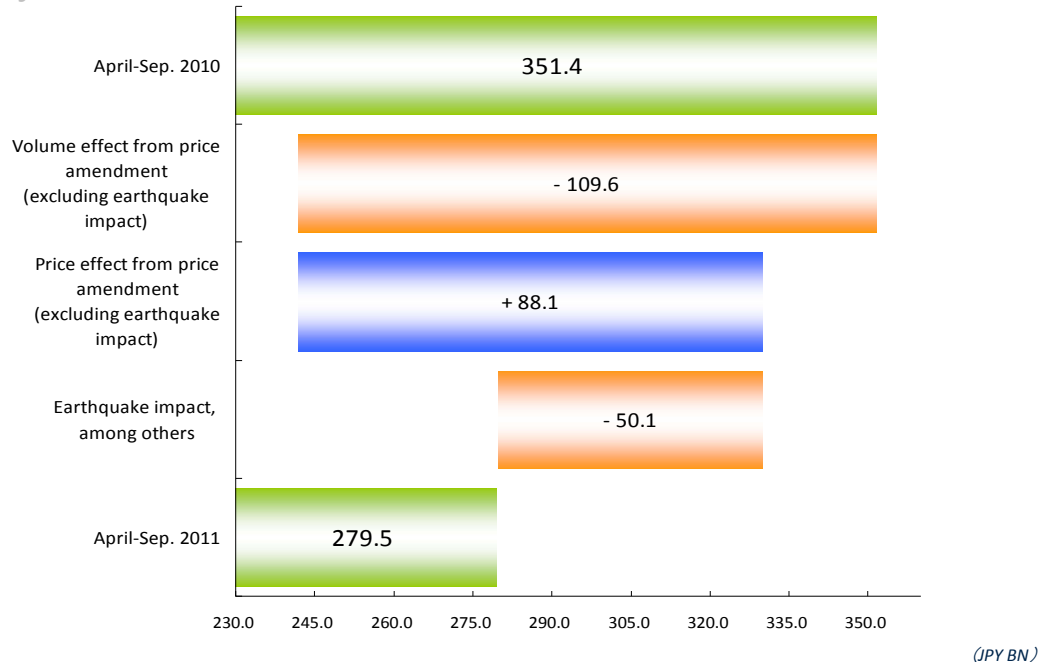
These forward-looking statements are subject to various known and unknown risks, uncertainties and other factors that could cause our actual results to differ from those suggested by any forward-looking statement. We assume no duty or obligation to update any forward-looking statement or to advise of any change in the assumptions and factors on which they are based. Risks, uncertainties or other factors that could cause actual results to differ materially from those expressed in any forward-looking statement include, without limitation:

- (1) health concerns relating to the use of tobacco products;
- (2) legal or regulatory developments and changes; including, without limitation, tax increases and restrictions on the sale, marketing and usage of tobacco products, governmental investigations and privately imposed smoking restrictions;
- (3) litigation in Japan and elsewhere;
- (4) our ability to further diversify our business beyond the tobacco industry;
- (5) our ability to successfully expand internationally and make investments outside of Japan;
- (6) competition and changing consumer preferences;
- (7) the impact of any acquisitions or similar transactions;
- (8) local and global economic conditions; and
- (9) fluctuations in foreign exchange rates and the costs of raw materials.

Financial Results for the 6 months ended September 30, 2011

Japanese Domestic Tobacco Business

– Adjusted Net sales ¹⁾



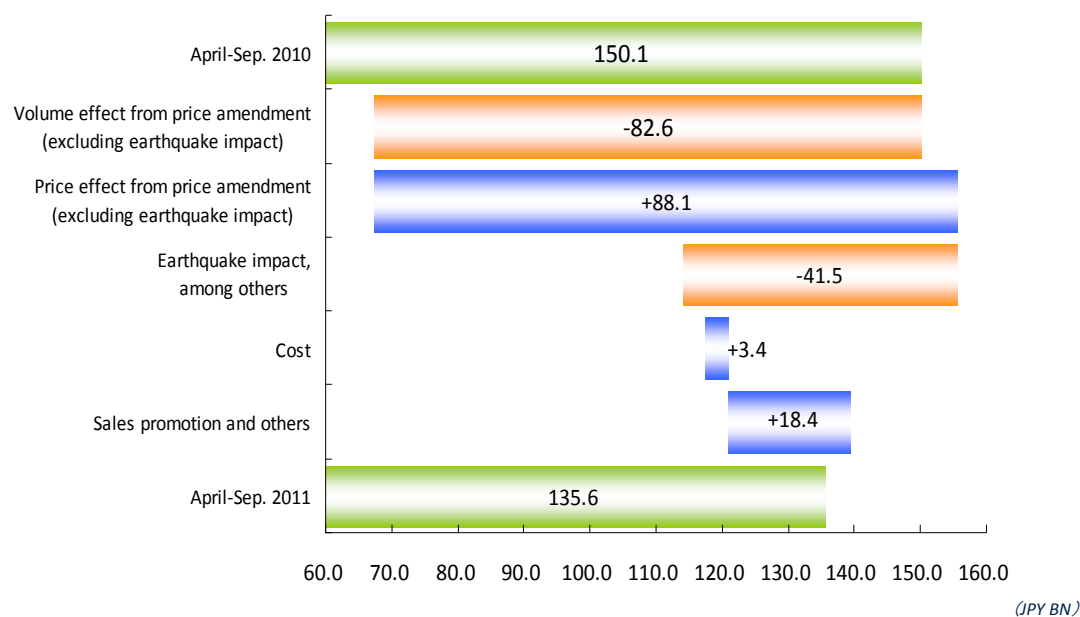
¹⁾ Adjusted net sales do not include excise tax, revenue from the imported tobacco, domestic duty free, the China Division, and other peripheral businesses.

3



Financial Results for the 6 months ended September 30, 2011

Japanese Domestic Tobacco Business – EBITDA



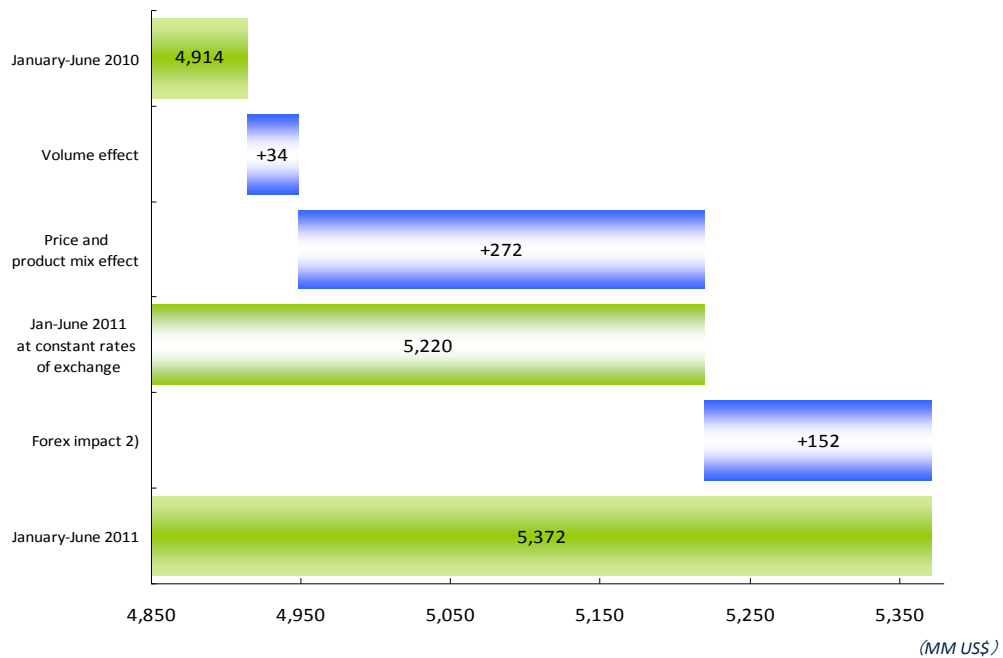
4



Financial Results for the 6 months ended September 30, 2011

International Tobacco Business

– Core Net sales ¹⁾



¹⁾ Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses. Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation, with no impact on gross margin.

²⁾ Forex impact is the fluctuation between USD and other currencies

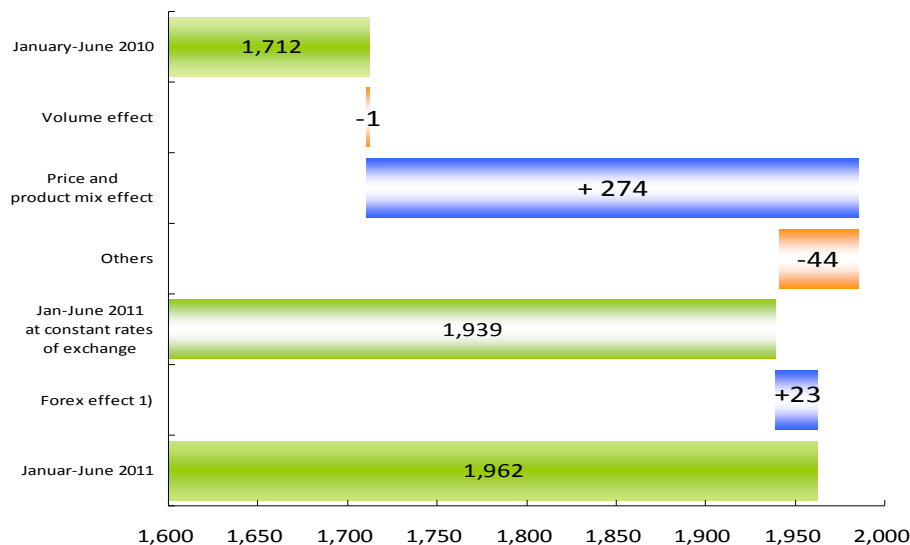
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Financial Results for the 6 months ended September 30, 2011

International Tobacco Business

- EBITDA²⁾



¹⁾ Forex impact is the fluctuation between USD and other currencies

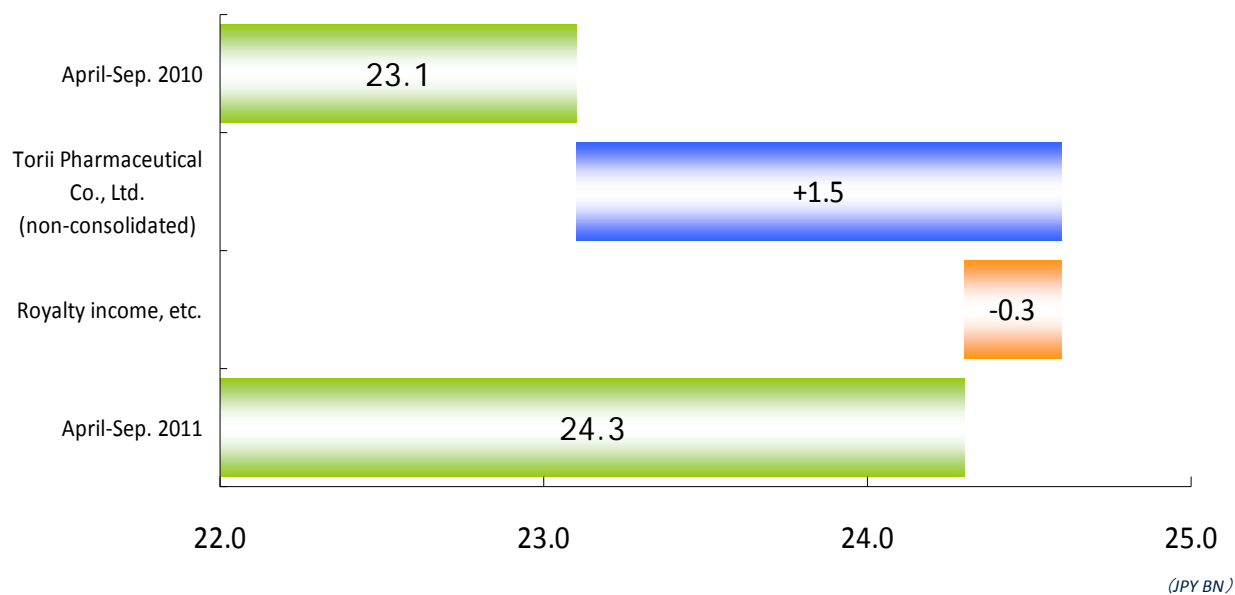
²⁾ Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, 2010 actual amounts have been restated to conform to this change, affecting EBITDA, EBITDA at constant rates of exchange.

6



Financial Results for the 6 months ended September 30, 2011

□ Pharmaceutical Business - Net sales

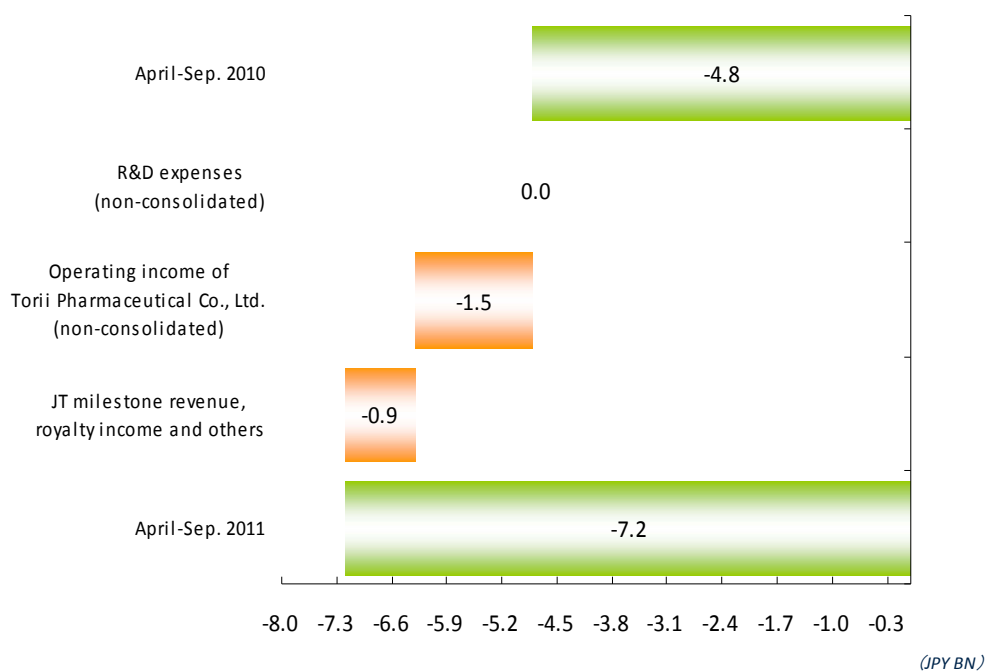


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Financial Results for the 6 months ended September 30, 2011

□ Pharmaceutical Business - EBITDA

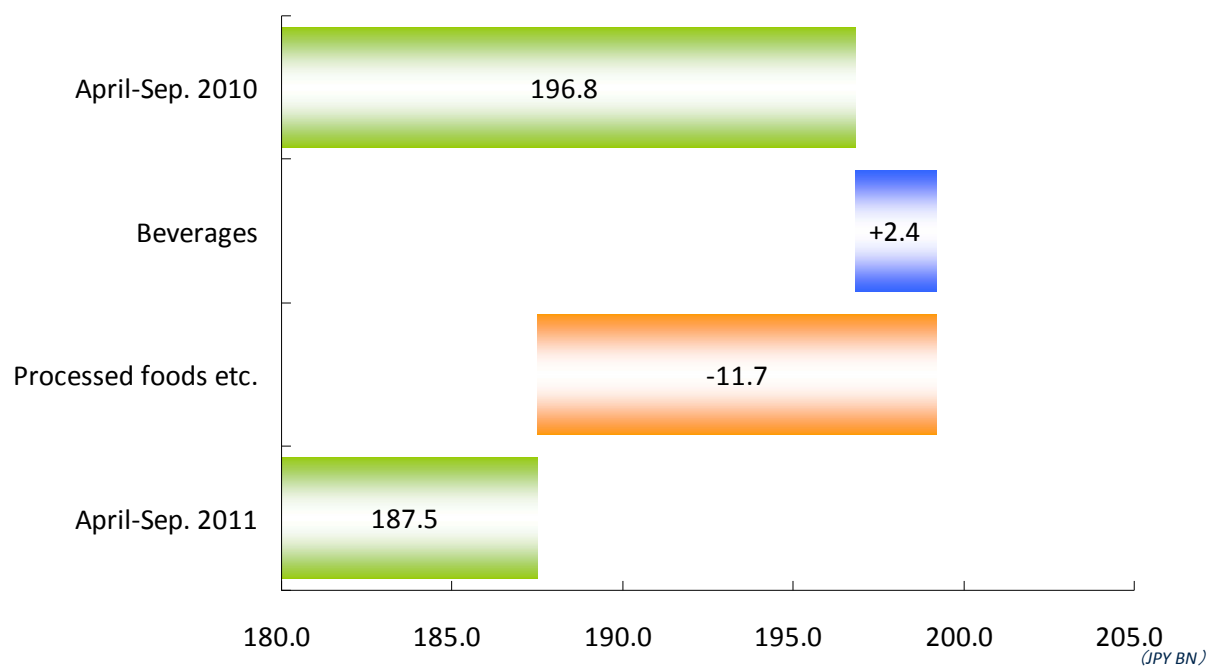


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Financial Results for the 6 months ended September 30, 2011

□ Food Business - Net sales

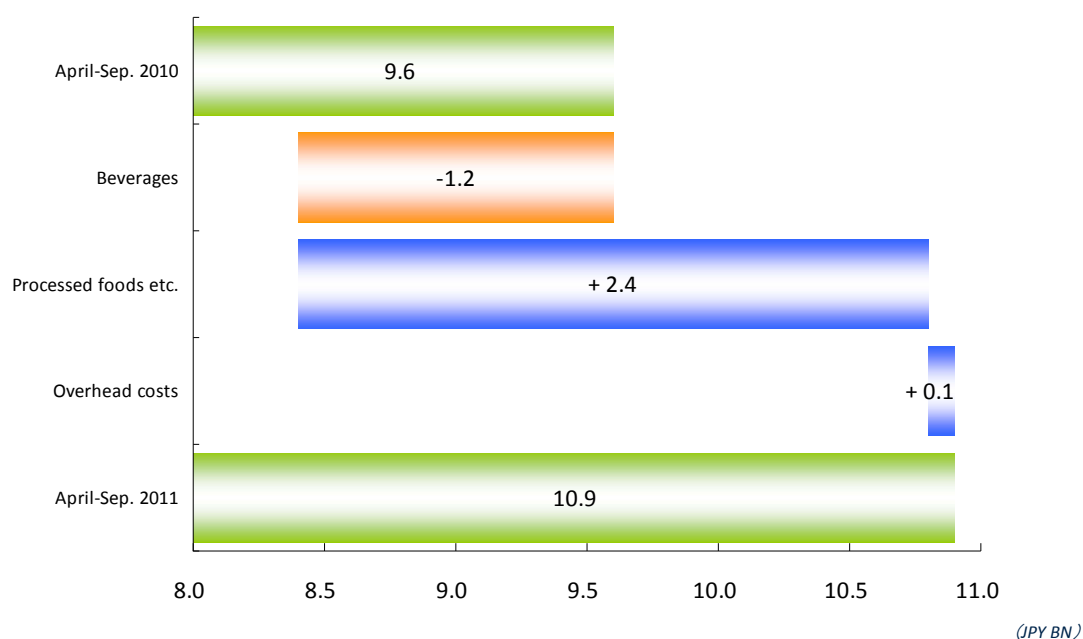


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Financial Results for the 6 months ended September 30, 2011

□ Food Business - EBITDA



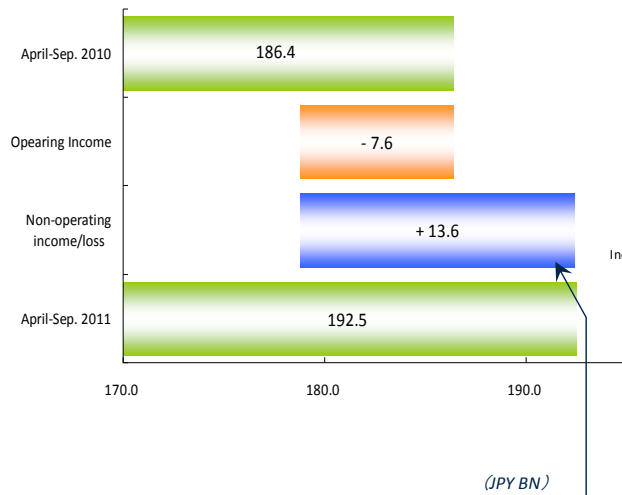
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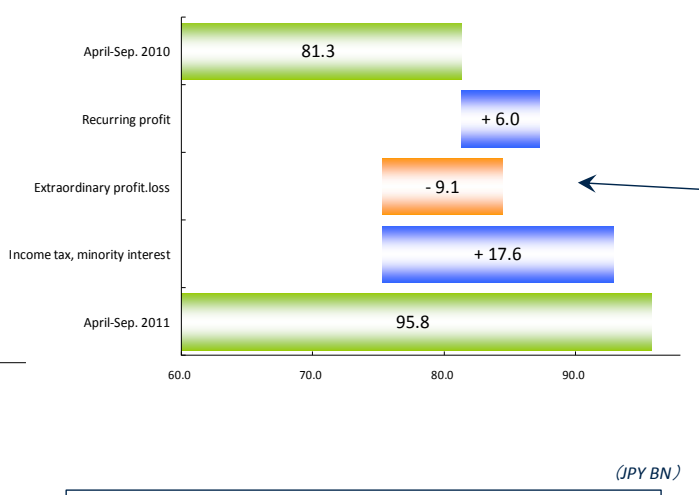
Financial Results for the 6 months ended September 30, 2011

Recurring profit



Positive Factors:
 -Improvement in foreign exchange income/losses (6.9 BN)
Negative Factors:
 -Increase in tobacco disaster relief payment (1.2 BN)

Net income



Positive Factors:
 -Payment of a fine to the Canadian authorities in the prior fiscal year (13.3 BN)
Negative factors:
 - Termination payment to domestic leaf tobacco growers (12.3 BN)
 -Damages related to the Great East Japan Earthquake (12.6 BN)
 -Business restructuring costs (Closure of Hainburg factory , etc) (6.2BN)

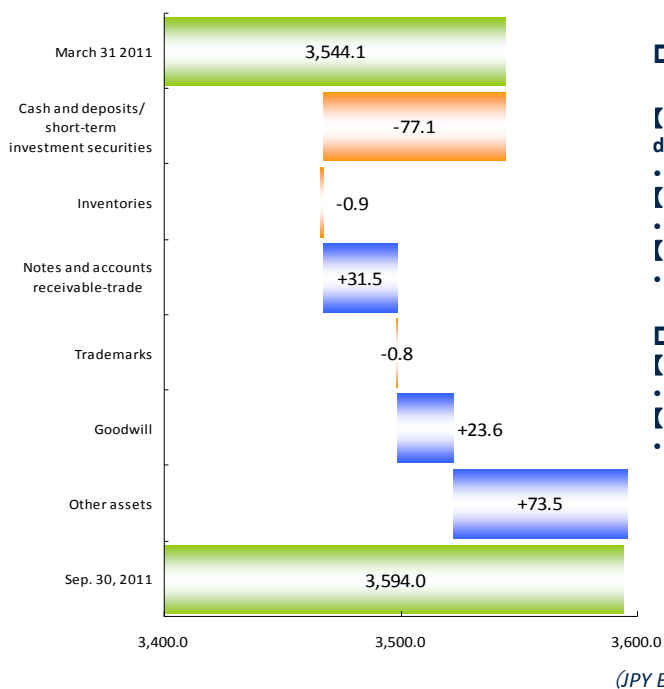


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Summary of Consolidated B/S as of September 30, 2011

Assets Compared to B/S as of Mar. 31, 2011



Current Assets: down JPY 0.9BN

Decrease in cash and deposits/short-term investment securities down JPY 77.1 BN

- Decrease from payment bonds, etc

Increase in notes and accounts receivable-trade up JPY 31.5 BN

- Increase in core net sales in the international tobacco business

Increase in other current assets up JPY 45.5 BN

- Increase in short-term lending

Fixed Assets: up JPY 50.9 BN

Increase in Goodwill up JPY 23.6 BN

- Forex effect in the international tobacco business

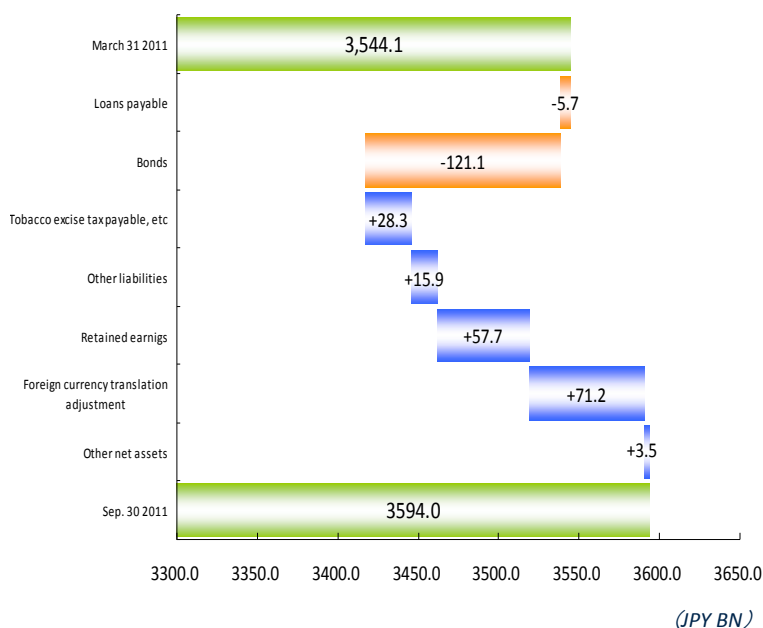
Increase in Property Plant and Equipment up JPY 28.9 BN

- Increase of deferred tax assets in the international tobacco business



Summary of Consolidated B/S as of September 30, 2011

Liabilities & Net Assets Compared to B/S as of March 31, 2011



Liabilities : Down JPY 82.6 BN

Increase in Loans payable

down JPY 5.7BN

Decrease in Bonds

down JPY 121.1 BN

Increase in Tobacco excise tax payable, etc

up JPY 28.3 BN

- Increase in the international tobacco business

Net Assets : Up JPY 132.6 BN

Increase in Retained earnings

up JPY 57.7 BN

- Increase from net profits for the current fiscal year

- Decrease from dividend payments

Increase in Foreign currency translation adjustment up JPY 71.2 BN

- Increase of goodwill in the international tobacco business at closing balance

(Increase from strong EUR/RUB/GBP)

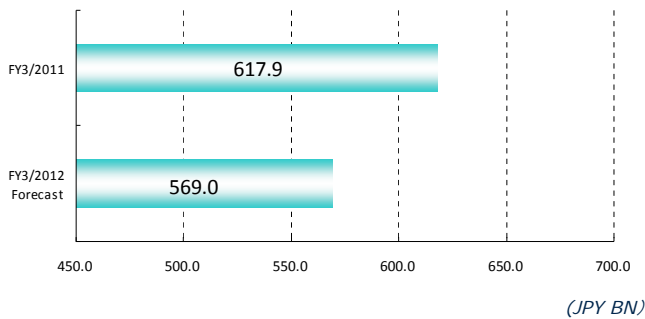


Forecast for FY 3/2012 compared to results of the previous fiscal year

Japanese Domestic Tobacco Business

– Adjusted Net Sales excluding tax¹⁾/EBITDA

● Adjusted Net Sales excluding tax¹⁾



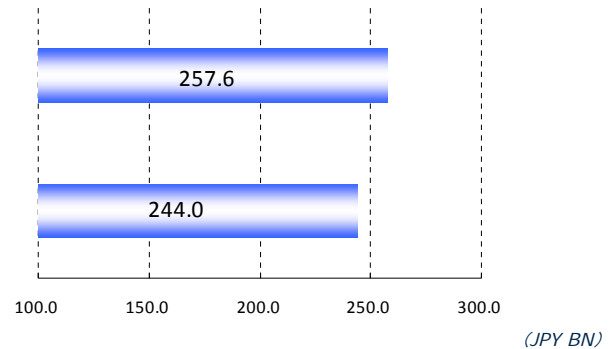
【Negative factors】

- Decrease in JT sales volume following tax increase and price amendment, and earthquake impact
134.6BN units → 103.0 BN units

【Positive factors】

- Price effect

● EBITDA



【Negative factors】

- Decrease in JT sales volume following tax and price increase and earthquake impact
134.6BN units → 103.0 BN units

【Positive factors】

- Price effect

¹⁾Net sales excluding tax does not account for imported tobacco, domestic duty-free, the China division and others.

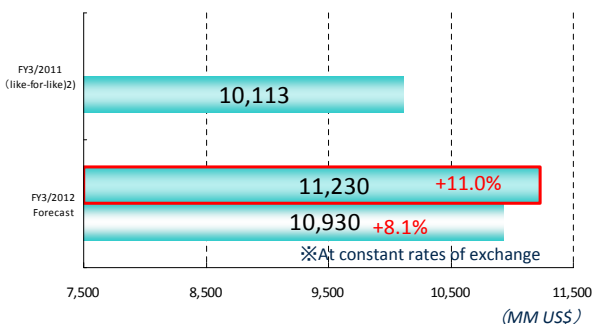
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Forecast for FY 3/2012 compared to results of the previous fiscal year

International Tobacco Business – Core Net Sales excluding tax¹⁾/EBITDA²⁾

● Core Net Sales¹⁾



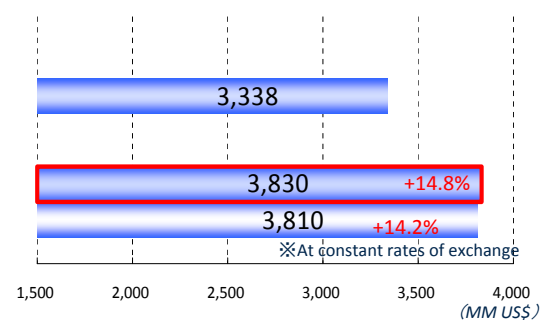
【Positive factors】

- Price/Mix effect
- Forex effect (local currencies vs US dollar)

【Negative Factors】

- Volume Effect

● EBITDA²⁾



【Positive factors】

- Price/Mix effect
- Forex effect (local currencies vs US dollar)

【Negative Factors】

- Volume Effect

¹⁾ Core net sales do not include excise tax and revenue from distribution, contract manufacturing and other peripheral businesses. Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP. Accordingly, 2010 core net sales have been restated to conform to current year presentation, with no impact on gross margin.

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²⁾ Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, 2010 actual amounts have been restated to conform to this change, affecting EBITDA, EBITDA at constant rates of exchange.

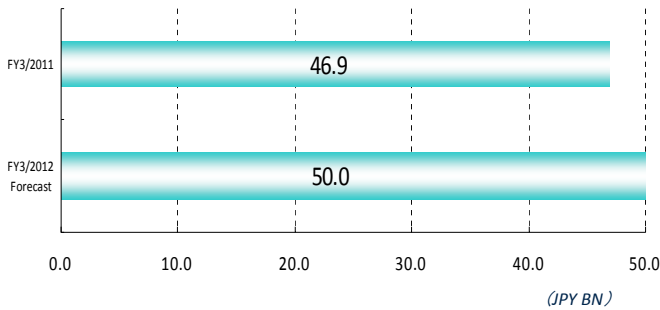


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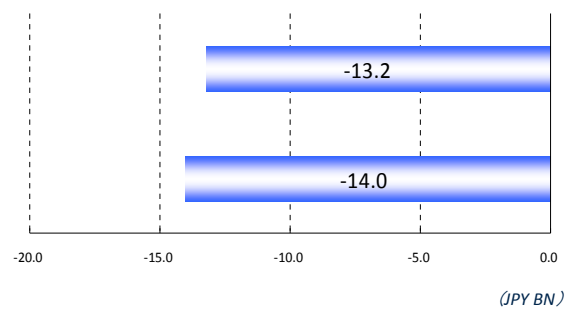
Forecast for FY 3/2012 compared to results of the previous fiscal year

□ Pharmaceutical Business- Net Sales/EBITDA

● Net Sales



● EBITDA



【Positive factors】

- Increase in sales of Torii Pharmaceutical Co. Ltd.: JPY 45.3 BN to JPY 48.8 BN (up JPY 3.4 BN)

【Positive factors】

- Increase in profits of Torii Pharmaceutical Co. Ltd.

【Negative factors】

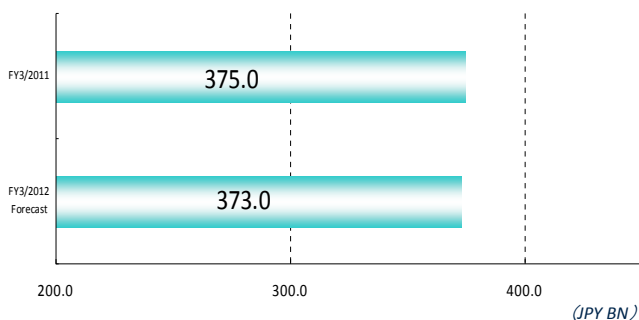
- Increase in R&D expenses



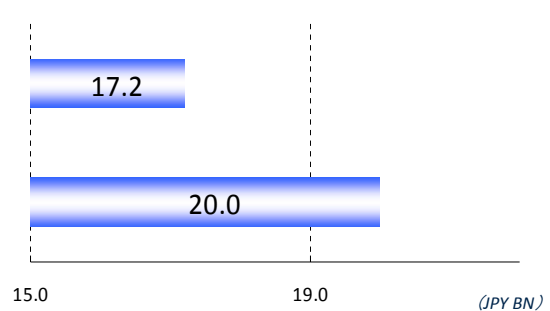
Forecast for FY 3/2012 compared to results of the previous fiscal year

□ Food Business- Net Sales/EBITDA

● Net Sales



● EBITDA



【Positive factors】

- Focus on the flagship brand 'Roots' in the beverage business
- Concentration in core businesses of Table Mark group

【Positive factors】

- Strong focus on 'Roots', the flagship brand, and strategic focus on staple food products as well as seasonings (eg. Yeast extract) and cost reduction

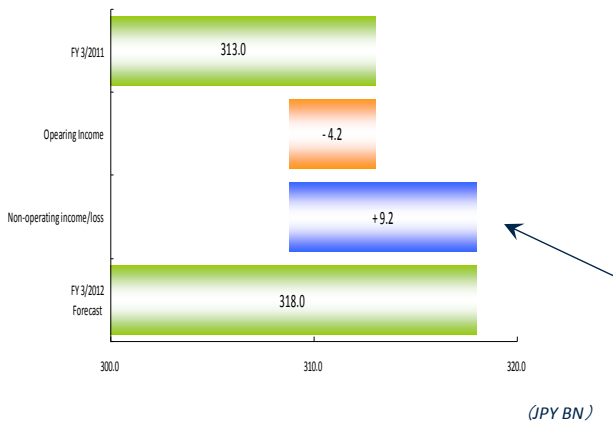
【Negative factors】

- Closure of rice wholesale business in the prior fiscal year and exclusion of some subsidiaries from the consolidated accounts in the prior fiscal year.



Forecast for FY 3/2012 compared to results of the previous fiscal year

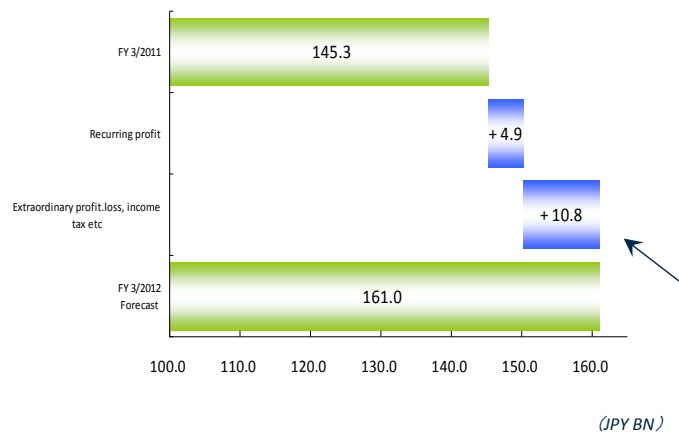
Recurring profit



Positive Factors:

- Improvement in interest and dividend income/expenses

Net income



Positive Factors:

- Payment of a fine to the Canadian authorities in prior fiscal year (12.8BN)
- Increase from the disposition of property, plant and equipment (12.0 BN)

Negative factors:

- Termination payment to domestic leaf tobacco growers (12.3 BN)
- Profit from sale of investment securities in the prior fiscal year (5.3 BN)
- Business restructuring costs (Closure of Hainburg factory , etc)
- Damages related to the Great East Japan Earthquake

Beginning with its fiscal year ending December 31, 2011, JTI has adopted the International Financial Reporting Standards (IFRS), replacing U.S.GAAP; accordingly, FY 3/2011 actual amounts have been restated to conform to this change.



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1. Summary of Business Performance

*This guidance is made in accordance with the Japanese accounting standards.

*For the international tobacco business, financial results for the fiscal year-ended March 2011 are disclosed on US GAAP basis, whereas for the fiscal year ending March 2012, the figures will be disclosed on IFRS basis, after making the necessary conversion to the Japanese accounting standards (for example, amortization of goodwill). Due to this change, according to the accounting standards of retroactive adjustment, we disclose the adjusted data of the FY 3/2011 as the new base.

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Net sales ^{*1}	1,324.8	1,297.4	1,277.5	-19.9	-1.5%
Adjusted net sales ^{*1,2}	1,035.2	1,030.1	940.3	-89.8	-8.7%
EBITDA	306.4	307.1	296.1	-11.0	-3.6%
Operating Income	198.8	200.6	193.0	-7.6	-3.8%
Recurring Profit	186.1	186.4	192.5	+6.0	+3.2%
Net Income	81.9	81.3	95.8	+14.5	+17.9%

*1 Net sales and adjusted net sales do not include excise tax.

*2 Excluding revenues from the imported tobacco, domestic duty free, the China Division and other peripheral businesses in the Japanese domestic tobacco business, as well as distribution, contract manufacturing and other peripheral businesses in the international tobacco business.

	291.1	291.1	170.0	-121.1	-41.6%
FCF	291.1	291.1	170.0	-121.1	-41.6%

(Reference: Figures for major profit items before goodwill amortization)

	246.0	246.8	235.6	-11.1	-4.5%
Operating Income	246.0	246.8	235.6	-11.1	-4.5%
Recurring Profit	233.3	232.6	235.1	+2.4	+1.1%
Net Income	129.1	127.5	138.5	+11.0	8.6%

2. Breakdown of net sales

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Net sales ^{*1,2}	1,324.8	1,297.4	1,277.5	-19.9	-1.5%
Japanese domestic tobacco ^{*2}	577.0	577.0	580.6	+3.6	+0.6%
International tobacco ^{*1,2}	517.9	490.6	476.6	-14.0	-2.9%
Adjusted net sales ^{*1,2,3,4}	1,035.2	1,030.1	940.3	-89.8	-8.7%
Japanese domestic tobacco ^{*2,3}	351.4	351.4	279.5	-71.8	-20.5%
International tobacco ^{*1,2,4}	454.0	448.9	440.5	-8.3	-1.9%
Pharmaceutical	23.1	23.1	24.3	+1.2	+5.4%
Food	196.8	196.8	187.5	-9.2	-4.7%
Beverages	100.7	100.7	103.2	+2.4	+2.4%
Processed foods	96.0	96.0	84.3	-11.7	-12.2%
Others	9.7	9.7	8.2	-1.5	-15.6%

*1 International tobacco business: 6 months ended Jun.2010 and Jun.2011

*2 Net sales, adjusted net sales and core net sales do not include excise tax.

*3 Excluding revenue from the imported tobacco, domestic duty free, the China Division and other peripheral businesses.

*4 Excluding revenue from the distribution, contract manufacturing and other peripheral businesses.

	6 months ended Jun.2010 (Former)	6 months ended Jun.2010 (New)	6 months ended Jun.2010 (New)	Change (New)	Rates of Change
Core net sales ^{*1,2,3}	4,970	4,914	5,372	+458	+9.3%
Core net sales ^{*1,2,3} at constant rate	4,970	4,914	5,220	+306	+6.2%

3. Breakdown of SG&A expenses

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
SG&A	392.7	391.3	375.9	-15.4	-3.9%
Personnel *	109.4	109.0	109.7	+0.7	+0.7%
Advertising and general publicity	9.3	9.3	8.3	-1.0	-11.3%
Sales promotion	67.2	67.2	60.8	-6.4	-9.6%
R&D	24.5	24.5	26.4	+1.9	+7.8%
Depreciation and amortization	31.3	31.3	28.2	-3.1	-10.0%
Others	150.7	149.8	142.3	-7.4	-5.0%

* Personnel expense is the sum of compensation, salaries, allowances, provision for retirement benefit, legal welfare, employee bonuses and accrual of employee bonuses.

4. EBITDA by business segment^{*1}

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Consolidated EBITDA	306.4	307.1	296.1	-11.0	-3.6%
Operating income	198.8	200.6	193.0	-7.6	-3.8%
Depreciation and amortization ^{*2}	107.5	106.5	103.1	-3.3	-3.2%
Japanese domestic tobacco EBITDA	150.1	150.1	135.6	-14.4	-9.7%
Operating income	127.7	127.7	115.7	-11.9	-9.4%
Depreciation and amortization ^{*2}	22.3	22.3	19.8	-2.5	-11.2%
International tobacco EBITDA ^{*3}	153.8	156.3	160.8	+4.5	+2.9%
Operating income	86.0	89.5	95.4	+5.8	+6.5%
Depreciation and amortization ^{*2}	67.7	66.7	65.4	-1.3	-1.9%
Pharmaceutical EBITDA	-4.8	-4.8	-7.2	-2.4	-
Operating income	-6.7	-6.7	-9.0	-2.2	-
Depreciation and amortization ^{*2}	1.9	1.9	1.8	-0.1	-6.8%
Food EBITDA	9.6	9.6	10.9	+1.3	+13.8%
Operating income	-3.3	-3.3	-2.7	+0.5	-
Depreciation and amortization ^{*2}	12.9	12.9	13.7	+0.7	+6.1%
Other/Elimination and corporate EBITDA	-2.4	-4.2	-4.1	+0.0	-
Operating income	-4.8	-6.5	-6.2	+0.3	-
Depreciation and amortization ^{*2}	2.3	2.3	2.1	-0.2	-9.4%

(Reference) International tobacco business (unit: USD million,%)

	6 months ended Jun.2010 (Former)	6 months ended Jun.2010 (New)	6 months ended Jun.2011 (New)	Change (New)	Rates of Change
EBITDA	1,684	1,712	1,962	+250	+14.6%
EBITDA at constant rates of exchange	1,684	1,712	1,939	+228	+13.3%

*1 EBITDA=operating income + depreciation and amortization^{*2}

*2 Depreciation and amortization = depreciation of tangible fixed assets + amortization of intangible fixed assets + amortization of long-term prepaid expenses + amortization of goodwill

5. Amortization relating to major acquisitions

	6 months ended Jun. 2010	6 months ended Jun. 2011	Years to amortize
Goodwill Amortization relating to major acquisitions (unit: USD million)			
International tobacco business			
Former RJRI and Gallaher	458	456	20

* Including former RJRI, Gallaher and others

* Termination of goodwill amortization: Former RJRI Apr/19, Former Gallaher Mar/27

	6 months ended Sep. 2010	6 months ended Sep. 2011	Years to amortize
Food business (unit: JPY billion)			
TableMark (Former Katokichi)	4.5	4.5	5

* Termination of goodwill amortization: Dec/12

	6 months ended Jun. 2010	6 months ended Jun. 2011	Years to amortize
Trademark amortization relating to major acquisitions (unit: USD million)			
International Tobacco Business			
Former RJRI and Gallaher	121	127	mainly 20

* Termination of trademark rights amortization: Former RJRI Apr/19, Former Gallaher Mar/27

6. Capital expenditure

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Capital expenditures (unit: JPY billion,%)					
Japanese domestic tobacco	19.7	19.7	20.9	+1.1	+6.0%
International tobacco *	28.7	28.7	15.1	-13.5	-47.3%
Pharmaceutical	1.5	1.5	1.1	-0.4	-28.3%
Food	14.3	14.3	7.7	-6.5	-45.8%
Other/Elimination and corporate	1.2	1.2	1.7	+0.4	+39.0%

* International tobacco business: 6 months ended Jun.2010 and Jun.2011

7. Cash and cash equivalents *

	As of end of Mar. 2011	As of end of Sep. 2011	Change
Cash and cash equivalents (unit: JPY billion)	276.5	245.4	-31.1

* Cash and cash equivalents = cash and deposits + marketable securities

+ securities purchased under repurchase agreements

8. Interest-bearing debt *

	As of end of Mar. 2011	As of end of Sep. 2011	Change
Interest-bearing debt (unit: JPY billion)	708.7	580.6	-128.1

* Interest-bearing debt = short-term bank loans + CP + bonds + long-term borrowings + lease obligation

9. Business data

	6 months ended Sep. 2010	6 months ended Sep. 2011	Change	Rates of Change
<Japanese domestic tobacco business>				
JT sales volume* (billion cigarettes)	86.5	50.9	-35.6	-41.2%
Total demand (billion cigarettes)	133.5	99.9	-33.6	-25.1%
JT market share	64.9%	50.9%	-14.0%ppt	
JT net sales after tax per 1,000 cigarettes (JPY)	4,053	5,490	+1,437	+35.5%

* Sales volume of domestic duty-free and China division is excluded, which was 1.9 billion for 6 months ended Sep. 2010 and 1.8 billion for 6 months ended Sep. 2011, respectively.

	6 months ended Jun. 2010	6 months ended Jun. 2011	Change	Rates of Change
<International tobacco business>				
Total shipment volume* (billion cigarettes)	204.70	204.9	+0.2	+0.1%
GFB shipment volume (billion cigarettes)	118.30	122.0	+3.7	+3.2%
JPY/USD rate for consolidation (JPY)	91.36	82.01	-9.35	+11.4%
RUB/USD rate for consolidation (RUB)	30.05	28.65	-1.40	+4.9%
GBP/USD rate for consolidation (GBP)	0.64	0.62	-0.02	+3.3%
EUR/USD rate for consolidation (EUR)	0.73	0.72	-0.01	+1.0%
CHF/USD rate for consolidation (CHF)	1.06	0.92	-0.15	+15.9%
TWD/USD rate for consolidation (TWD)	31.90	29.18	-2.72	+9.3%

* Total shipment (which was previously designated "sales volume") includes cigars, pipe tobacco and snus, but does not include contract manufacturing.

	6 months ended Sep. 2010	6 months ended Sep. 2011	Change	Rates of Change
<Pharmaceutical business>				
R&D expenses (parent company) (JPY billion)	10.8	10.8	+0.0	+0.0%

	As of end of Mar. 2011	As of end of Sep. 2011	Change
<Food business - Beverage business>			
Number of beverage vending machines *	265,000	265,000	+0
JT-owned	33,000	33,000	+0
Combined	83,000	85,000	+2,000

* Beverage vending machines include vending machines for cans and packs, etc. and for cups owned by other companies and operated by our subsidiary. "JT-owned" vending machines are owned by JT. "Combined" vending machines are owned by our subsidiaries or affiliates, and focus on selling JT brand beverages but also sell non-JT brand beverages. Number of vending machines as of end March 2011 does not reflect the damages from the Great East Japan Earthquake and is therefore total number of vending machines before the earthquake.

1. Summary of Business Performance

*This guidance is made in accordance with the Japanese accounting standards.

*For the international tobacco business, financial results for the fiscal year-ended March 2011 are disclosed on US GAAP basis, whereas for the fiscal year ending March 2012, the figures will be disclosed on IFRS basis, after making the necessary conversion to the Japanese accounting standards (for example, amortization of goodwill). Due to this change, according to the accounting standards of retroactive adjustment, we disclose the adjusted data of the FY 3/2011 as the new base.

(unit: JPY billion,%)

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Net sales ^{*1}	1,324.8	1,297.4	1,277.5	-19.9	-1.5%
Adjusted net sales ^{*1,2}	1,035.2	1,030.1	940.3	-89.8	-8.7%
EBITDA	306.4	307.1	296.1	-11.0	-3.6%
Operating Income	198.8	200.6	193.0	-7.6	-3.8%
Recurring Profit	186.1	186.4	192.5	+6.0	+3.2%
Net Income	81.9	81.3	95.8	+14.5	+17.9%

*1 Net sales and adjusted net sales do not include excise tax.

*2 Excluding revenues from the imported tobacco, domestic duty free, the China Division and other peripheral businesses in the Japanese domestic tobacco business, as well as distribution, contract manufacturing and other peripheral businesses in the international tobacco business.

	2010	2011	2010	2011	Change	Rates of Change
FCF	291.1	291.1	170.0	-121.1	-41.6%	

(Reference: Figures for major profit items before goodwill amortization)

	2010	2011	2010	2011	Change	Rates of Change
Operating Income	246.0	246.8	235.6	-11.1	-4.5%	
Recurring Profit	233.3	232.6	235.1	+2.4	+1.1%	
Net Income	129.1	127.5	138.5	+11.0	8.6%	

2. Breakdown of net sales

(unit: JPY billion,%)

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Net sales ^{*1,2}	1,324.8	1,297.4	1,277.5	-19.9	-1.5%
Japanese domestic tobacco ^{*2}	577.0	577.0	580.6	+3.6	+0.6%
International tobacco ^{*1,2}	517.9	490.6	476.6	-14.0	-2.9%
Adjusted net sales ^{*1,2,3,4}	1,035.2	1,030.1	940.3	-89.8	-8.7%
Japanese domestic tobacco ^{*2,3}	351.4	351.4	279.5	-71.8	-20.5%
International tobacco ^{*1,2,4}	454.0	448.9	440.5	-8.3	-1.9%
Pharmaceutical	23.1	23.1	24.3	+1.2	+5.4%
Food	196.8	196.8	187.5	-9.2	-4.7%
Beverages	100.7	100.7	103.2	+2.4	+2.4%
Processed foods	96.0	96.0	84.3	-11.7	-12.2%
Others	9.7	9.7	8.2	-1.5	-15.6%

*1 International tobacco business: 6 months ended Jun.2010 and Jun.2011

*2 Net sales, adjusted net sales and core net sales do not include excise tax.

*3 Excluding revenue from the imported tobacco, domestic duty free, the China Division and other peripheral businesses.

*4 Excluding revenue from the distribution, contract manufacturing and other peripheral businesses.

	6 months ended Jun.2010 (Former)	6 months ended Jun.2010 (New)	6 months ended Jun.2010 (New)	Change (New)	Rates of Change
Core net sales ^{*1,2,3}	4,970	4,914	5,372	+458	+9.3%
Core net sales ^{*1,2,3} at constant rate	4,970	4,914	5,220	+306	+6.2%

3. Breakdown of SG&A expenses

(unit: JPY billion,%)

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
SG&A	392.7	391.3	375.9	-15.4	-3.9%
Personnel [*]	109.4	109.0	109.7	+0.7	+0.7%
Advertising and general publicity	9.3	9.3	8.3	-1.0	-11.3%
Sales promotion	67.2	67.2	60.8	-6.4	-9.6%
R&D	24.5	24.5	26.4	+1.9	+7.8%
Depreciation and amortization	31.3	31.3	28.2	-3.1	-10.0%
Others	150.7	149.8	142.3	-7.4	-5.0%

* Personnel expense is the sum of compensation, salaries, allowances, provision for retirement benefit, legal welfare, employee bonuses and accrual of employee bonuses.

4. EBITDA by business segment^{*1}

(unit: JPY billion,%)

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Consolidated EBITDA	306.4	307.1	296.1	-11.0	-3.6%
Operating income	198.8	200.6	193.0	-7.6	-3.8%
Depreciation and amortization ^{*2}	107.5	106.5	103.1	-3.3	-3.2%
Japanese domestic tobacco EBITDA	150.1	150.1	135.6	-14.4	-9.7%
Operating income	127.7	127.7	115.7	-11.9	-9.4%
Depreciation and amortization ^{*2}	22.3	22.3	19.8	-2.5	-11.2%
International tobacco EBITDA ^{*3}	153.8	156.3	160.8	+4.5	+2.9%
Operating income	86.0	89.5	95.4	+5.8	+6.5%
Depreciation and amortization ^{*2}	67.7	66.7	65.4	-1.3	-1.9%
Pharmaceutical EBITDA	-4.8	-4.8	-7.2	-2.4	-
Operating income	-6.7	-6.7	-9.0	-2.2	-
Depreciation and amortization ^{*2}	1.9	1.9	1.8	-0.1	-6.8%
Food EBITDA	9.6	9.6	10.9	+1.3	+13.8%
Operating income	-3.3	-3.3	-2.7	+0.5	-
Depreciation and amortization ^{*2}	12.9	12.9	13.7	+0.7	+6.1%
Other/elimination and corporate EBITDA	-2.4	-4.2	-4.1	+0.0	-
Operating income	-4.8	-6.5	-6.2	+0.3	-
Depreciation and amortization ^{*2}	2.3	2.3	2.1	-0.2	-9.4%

(Reference) International tobacco business (unit: USD million,%)

	6 months ended Jun.2010 (Former)	6 months ended Jun.2010 (New)	6 months ended Jun.2011 (New)	Change (New)	Rates of Change
EBITDA	1,684	1,712	1,962	+250	+14.6%
EBITDA at constant rates of exchange	1,684	1,712	1,939	+228	+13.3%

*1 EBITDA=operating income + depreciation and amortization^{*2}

*2 Depreciation and amortization = depreciation of tangible fixed assets + amortization of intangible fixed assets + amortization of long-term prepaid expenses + amortization of goodwill

5. Amortization relating to major acquisitions

Goodwill Amortization relating to major acquisitions

(unit: USD million)

International tobacco business	6 months ended Jun. 2010	6 months ended Jun. 2011	Years to amortize
Former RJRI and Gallaher	458	456	20

* Including former RJRI, Gallaher and others

* Termination of goodwill amortization: Former RJRI Apr/19, Former Gallaher Mar/27

(unit: JPY billion)

Food business	6 months ended Sep. 2010	6 months ended Sep. 2011	Years to amortize
TableMark (Former Katokichi)	4.5	4.5	5

* Termination of goodwill amortization: Dec/12

Trademark amortization relating to major acquisitions

(unit: USD million)

International Tobacco Business	6 months ended Jun. 2010	6 months ended Jun. 2011	Years to amortize
Former RJRI and Gallaher	121	127	mainly 20

* Termination of trademark rights amortization: Former RJRI Apr/19, Former Gallaher Mar/27

6. Capital expenditure

(unit: JPY billion,%)

	6 months ended Sep. 2010 (Former)	6 months ended Sep. 2010 (New)	6 months ended Sep. 2011 (New)	Change (New)	Rates of Change
Capital expenditures	65.7	65.7	46.7	-18.9	-28.8%
Japanese domestic tobacco	19.7	19.7	20.9	+1.1	+6.0%
International tobacco [*]	28.7	28.7	15.1	-13.5	-47.3%
Pharmaceutical	1.5	1.5	1.1	-0.4	-28.3%
Food	14.3	14.3	7.7	-6.5	-45.8%
Other/elimination and corporate	1.2	1.2	1.7	+0.4	+39.0%

* International tobacco business: 6 months ended Jun.2010 and Jun.2011

7. Cash and cash equivalents^{*}

(unit: JPY billion)

	As of end of Mar. 2011	As of end of Sep. 2011	Change
Cash and cash equivalents	276.5	245.4	-31.1

* Cash and cash equivalents = cash and deposits + marketable securities

+ securities purchased under repurchase agreements

8. Interest-bearing debt^{*}

(unit: JPY billion)

	As of end of Mar. 2011	As of end of Sep. 2011	Change
Interest-bearing debt	708.7	580.6	-128.1

* Interest-bearing debt = short-term bank loans + CP + bonds + long-term borrowings + lease obligation

9. Business data

<Japanese domestic tobacco business>	6 months ended Sep. 2010	6 months ended Sep. 2011	Change	Rates of Change
JT sales volume [*] (billion cigarettes)	86.5	50.9	-35.6	-41.2%
Total demand (billion cigarettes)	133.5	99.9	-33.6	-25.1%
JT market share	64.9%	50.9%	-14.0%ppt	
JT net sales after tax per 1,000 cigarettes (JPY)	4,053	5,490	+1,437	+35.5%

* Sales volume of domestic duty-free and China division is excluded, which was 1.9 billion for 6 months ended Sep. 2010 and 1.8 billion for 6 months ended Sep. 2011, respectively.

<International tobacco business>	6 months ended Jun. 2010	6 months ended Jun. 2011	Change	Rates of Change
Total shipment volume [*] (billion cigarettes)	204.70	204.9	+0.2	+0.1%
GFB shipment volume (billion cigarettes)	118.30	122.0	+3.7	+3.2%
JPY/USD rate for consolidation (JPY)	91.36	82.01	-9.35	+11.4%
RUB/USD rate for consolidation (RUB)	30.05	28.65	-1.40	+4.9%
GBP/USD rate for consolidation (GBP)	0.64	0.62	-0.02	+3.3%
EUR/USD rate for consolidation (EUR)	0.73	0.72	-0.01	+1.0%
CHF/USD rate for consolidation (CHF)	1.06	0.92	-0.15	+15.9%
TWD/USD rate for consolidation (TWD)	31.90	29.18	-2.72	+9.3%

* Total shipment (which was previously designated "sales volume") includes cigars, pipe tobacco and snus, but does not include contract manufacturing.

<Pharmaceutical business>	6 months ended Sep. 2010	6 months ended Sep. 2011	Change	Rates of Change
R&D expenses (parent company) (JPY billion)	10.8	10.8	+0.0	+0.0%

<Food business - Beverage business>	As of end of Mar. 2011	As of end of Sep. 2011	Change
Number of beverage vending machines [*]	265,000	265,000	+0
JT-owned	33,000	33,000	+0
Combined	83,000	85,000	+2,000

* Beverage vending machines include vending machines for cans and packs, etc. and for cups owned by other companies and operated by our subsidiary. "JT-owned" vending machines are owned by JT. "Combined" vending machines are owned by our subsidiaries or affiliates, and focus on selling JT brand beverages but also sell non-JT brand beverages. Number of vending machines as of end March 2011 does not reflect the damages from the Great East Japan Earthquake and is therefore total number of vending machines before the earthquake.

Consolidated financial outlook for the fiscal year ending Mar. 31, 2012 compared to the results of previous fiscal year

*This guidance is made in accordance with the Japanese accounting standards.

*For the international tobacco business, financial results for the fiscal year-ended March 2011 are disclosed on US GAAP basis, whereas for the fiscal year ending March 2012, the figures will be disclosed on IFRS basis, after making the necessary conversion to the Japanese accounting standards (for example, amortization of goodwill). Due to this change, according to the accounting standards of retroactive adjustment, we disclose the adjusted data of the FY 3/2011 as the new base.

(JPY billion, %)					
	FY 03/2011 (Former Standard)	FY 03/2011 (New Standard)	FY 03/2012 (Revised Forecast)	Change	Rate of change
Net sales ^{*1}	2,486.1	2,432.6	2,497.0	+64.4	+2.6%
Adjusted net sales ^{**2,3,4}	1,956.6	1,946.9	1,895.0	-52.0	-2.7%
EBITDA	541.1	542.5	537.0	-5.6	-1.0%
Operating income	328.6	333.2	329.0	-4.2	-1.3%
Recurring profit	312.4	313.0	318.0	+4.9	+1.6%
Net income	144.9	145.3	161.0	+15.6	+10.8%
Return on Equity	9.2%	9.2%	10.4%	+1.2ppt	
Free cash flow	299.7	299.7	312.0	+12.3	+4.1%
(Reference: Before goodwill amortization)					
Net income	236.0	233.3	242.0	+8.6	+3.7%
EPS (JPY)	24,657.57	24,378.59	25,416.23	+1,037.65	+4.3%
Cash dividends per share (JPY)	6,800	6,800	8,000	+1,200	+17.6%
Payout Ratio	27.6%	27.9%	31.5%	+3.6ppt	

Consolidated financial outlook by business segment (JPY billion, %)					
	FY 03/2011 (Former Standard)	FY 03/2011 (New Standard)	FY 03/2012 (Revised Forecast)	Change	Rate of change
Net sales ^{1,2}	2,486.1	2,432.6	2,497.0	+64.4	+2.6%
Japanese domestic tobacco ^{*1}	1,027.8	1,027.8	1,100.0	+72.1	+7.0%
International tobacco ^{1,2}	1,017.0	963.5	958.0	-5.5	-0.6%
Adjusted net sales ^{**2,3,4}	1,956.6	1,946.9	1,895.0	-52.0	-2.7%
Japanese domestic tobacco ³	617.9	617.9	569.0	-48.9	-7.9%
International tobacco ^{**4}	897.4	887.7	887.0	-0.8	-0.1%
Pharmaceutical	46.9	46.9	50.0	+3.0	+6.4%
Food	375.0	375.0	373.0	-2.0	-0.5%
Others	19.2	19.2	16.0	-3.2	-16.8%
EBITDA ^{**5}	541.1	542.5	537.0	-5.6	-1.0%
Japanese domestic tobacco	257.6	257.6	244.0	-13.7	-5.3%
International tobacco ^{*2}	288.1	293.0	302.0	+9.0	+3.1%
Pharmaceutical	-13.2	-13.2	-14.0	-0.7	-
Food	17.2	17.2	20.0	+2.7	+15.8%
Others/Elimination and corporate	-8.7	-12.1	-15.0	-2.9	-
Operating income ^{*2}	328.6	333.2	329.0	-4.2	-1.3%
Japanese domestic tobacco	212.9	212.9	199.0	-13.9	-6.5%
International tobacco ^{*2}	156.1	164.0	176.0	+12.0	+7.3%
Pharmaceutical	-17.4	-17.4	-18.0	-0.5	-
Food	-9.4	-9.4	-8.5	+0.9	-
Others/Elimination and corporate	-13.5	-16.8	-19.0	-2.1	-
Depreciation and amortization ^{**6}	212.4	209.3	208.0	-1.4	-0.6%
Japanese domestic tobacco	44.7	44.7	45.0	+0.2	+0.5%
International tobacco ^{*2}	132.0	128.9	126.0	-3.0	-2.3%
Pharmaceutical	4.1	4.1	4.0	-0.1	-3.5%
Food	26.6	26.6	28.5	+1.8	+6.8%
Others/Elimination and corporate	4.7	4.7	4.0	-0.8	-16.3%

(JPY billion, %)					
Capital expenditures ^{*2}	146.0	146.0	134.0	-12.0	-8.2%
Japanese domestic tobacco	55.9	55.9	63.5	+7.5	+13.4%
International tobacco ^{*2}	60.9	60.9	43.0	-17.9	-29.4%
Pharmaceutical	2.8	2.8	3.0	+0.1	+3.9%
Food	25.0	25.0	20.0	-5.0	-20.0%
Others/Elimination and corporate	1.2	1.2	4.0	+2.8	+224.7%

(Reference)International Tobacco Business (unit: USD million, %)					
	2010 (Former standard)	2010 (New standard)	2011 (Revised Forecast)	Change	Rate of change
Core net sales ^{**4}	10,223	10,113	11,230	+1,117	+11.0%
Core net sales at constant rate ^{**4,7}	10,223	10,113	10,930	+817	+8.1%
EBITDA ^{*2}	3,282	3,338	3,830	+492	+14.8%
EBITDA at constant rate ^{**7}	3,282	3,338	3,810	+472	+14.2%

*1 Excluding tobacco exercise tax

*2 International tobacco business: Year ended Dec.2010 and Year ending Dec.2011

*3 Excluding revenue from the imported tobacco, domestic duty free, the China Division and other peripheral businesses

*4 Excluding revenue from the distribution, contract manufacturing and other peripheral businesses

*5 EBITDA=operating income + depreciation and amortization^{*6}

*6 Depreciation and amortization = depreciation of tangible fixed assets + amortization of intangible fixed assets + amortization of long-term prepaid expenses + amortization of goodwill

*7 Assuming the exchange rates for fiscal year ended March 2011 and year ending March 2012 remain the same

Major assumptions

(1) Japanese domestic tobacco business (billions of cigarettes, %)

	FY 03/2011 (Actual)	FY 03/2012 (Revised Forecast)	Change	Rate of change
Sales volume	134.6	103.0	-316.0	-23.5%

*Excluding sales of domestic duty-free and China division

(2) International tobacco business

	2010 (Actual)	2011 (Revised Forecast)	Change	Rate of change
Total shipment volume*	428.4	426.0	-2.4	-0.6%
GFB shipment volume	249.8	257.0	+7.2	+2.9%
JPY/USD rate	87.79	79.00	-8.79	+11.1%
RUB/USD rate	30.36	30.00	-0.36	+1.2%
GBP/USD rate	0.65	0.62	-0.03	+4.0%
EUR/USD rate	0.75	0.71	-0.04	+5.3%
CHF/USF rate	1.05	0.90	-0.15	+16.4%
TWD/USD rate	31.73	29.00	-2.73	+9.4%

*Total shipment includes cigars, pipe tobacco and snus, but does not include contract manufacturing products.

Goodwill amortization relating to major acquisitions

International tobacco business (unit: USD million)

	2010(Actual)	2011 (Revised Forecast)	Years to amortize
Former RJRI and Gallaher	916	930	20

* Termination of goodwill amortization: Former RJRI Apr /19, Former Gallaher Mar/27

Goodwill includes Former RJRI, Former Gallaher and others

Food Business (unit: JPY million)

	FY 03/2011 (Actual)	FY 03/2012 (Revised Forecast)	Years to amortize
Tablemark	9.0	9.0	5

* Termination of goodwill amortization: Dec/12

Trademark rights amortization relating to major acquisitions

International tobacco business (unit: USD million)

	2010(Actual)	2011 (Revised Forecast)	Years to amortize
Former RJRI and Gallaher	242	250	mainly 20

* Termination of trademark rights amortization: Former RJRI Apr /19, Former Gallaher Mar/27

Data of JT products in Japanese market

* Excludes sales from the China, Hong Kong, and Macau markets and domestic duty-free sales.

Japanese Domestic Tobacco Business Results

1. Quarterly Sales Volume (billions of cigarettes)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	39.0	39.5	38.8	34.3	151.8
FY 03/2011	35.9	50.6	20.3	27.7	134.6
FY 03/2012	18.4	32.4			

2. Quarterly Retail Price Sales (billions of JPY)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	581.7	589.1	578.5	512.3	2,261.7
FY 03/2011	535.4	753.1	413.3	566.9	2,268.9
FY 03/2012	373.6	662.5			

* Retail price sales = sales volume * fixed retail price.

3. Quarterly Net Sales Excluding Excise Tax

Per Thousand Cigarettes (JPY)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	4,056	4,055	4,057	4,058	4,056
FY 03/2011	4,054	4,052	5,539	5,533	4,582
FY 03/2012	5,444	5,516			

* Net sales excluding excise tax per thousand cigarettes

= (retail price sales-retailer margins-consumption tax-excise taxes)/sales volume×1,000

4. Quarterly JT Market Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	65.1	64.8	65.0	64.8	64.9
FY 03/2011	64.5	65.1	62.7	62.6	64.1
FY 03/2012	40.8	59.3			

Market Share in Growing Segments

1. 1mg Tar

(1) JT 1mg Tar Product Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	14.9	14.8	15.2	15.6	15.1
FY 03/2011	15.7	15.2	15.2	15.4	15.4
FY 03/2012	9.8	14.1			

(2) 1mg Market Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	23.9	23.8	24.1	24.5	24.1
FY 03/2011	24.7	23.7	24.0	24.3	24.2
FY 03/2012	24.7	23.9			

(3) JT Share in 1mg Tar Segment (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	62.3	62.2	63.0	63.8	62.8
FY 03/2011	63.6	64.1	63.3	63.5	63.7
FY 03/2012	39.6	58.8			

2. Menthol

(1) JT Menthol Product Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	7.6	7.9	8.0	8.5	8.0
FY 03/2011	8.4	8.0	8.7	8.4	8.3
FY 03/2012	3.2	6.3			

(2) Menthol Market Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	22.6	23.2	23.0	23.5	23.1
FY 03/2011	23.9	23.3	25.7	25.3	24.3
FY 03/2012	26.1	24.2			

(3) JT Share in Menthol Segment (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	33.8	34.2	34.7	36.2	34.7
FY 03/2011	35.2	34.1	33.8	33.3	34.2
FY 03/2012	12.4	26.2			

3. JPY 440 or above*

(1) JT JPY 440 or above Product Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	5.1	5.0	5.2	5.2	5.1
FY 03/2011	5.1	4.7	17.4	16.7	9.3
FY 03/2012	8.1	15.1			

(2) JPY 440 or above Product Market Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	23.9	23.8	24.1	24.8	24.6
FY 03/2011	24.7	24.4	38.3	37.4	29.4
FY 03/2012	37.6	36.4			

(3) JT Share in JPY 440 or above Segment (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	21.3	21.0	21.4	21.1	20.7
FY 03/2011	20.7	19.5	45.5	44.7	29.1
FY 03/2012	21.5	41.3			

* JPY 320 or above, before Oct 2010

4. Quarterly D-spec Product Share (%)

	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Total
FY 03/2010	4.76	4.66	5.25	5.31	5.21
FY 03/2011	10.91	10.47	10.44	11.02	10.70
FY 03/2012	5.41	9.19			

* Caster have been sold as D-spec products since April 2010.

Japan Tobacco Inc. Clinical development (as of October 31, 2011)

Code(Generic Name)	Stage*	Key Indication	Mechanism /dosage form	Characteristics	Rights
JTK-303 (elvitegravir)	In preparation for NDA filing of single-tablet regimen containing JTK-303 (Japan)	HIV infection	Integrase inhibitor /oral	Integrase inhibitor which works by blocking integrase, an enzyme that is involved in the replication of HIV	Gilead Sciences (U.S.) obtained the rights to develop and commercialize this compound worldwide, with the exception of Japan. The company has submitted the single-tablet regimen containing JTK-303 (elvitegravir) to the U.S. Food and Drug Administration (FDA) for approval.
JTT-705 (dalcetrapib)	Phase 2 (Japan)	Dyslipidemia	CETP modulator /oral	Decreases LDL and increases HDL by modulation of CETP activity -CETP: Cholesteryl Ester Transfer Protein, facilitates transfer of cholesteryl ester from HDL to LDL -HDL: High-density lipoprotein ("good cholesterol") -LDL: Low-density lipoprotein ("bad cholesterol")	Roche (Switzerland) obtained the rights to develop and commercialize the compound worldwide, with the exception of Japan. >Development stage by Roche: Phase 3
JTT-130 (granotapide)	Phase 2 (Japan) Phase 2 (Overseas)	Dyslipidemia	MTP inhibitor /oral	Treatment of dyslipidemia by reducing absorption of cholesterol and triglycerides via inhibition of MTP -MTP: Microsomal Triglyceride Transfer Protein	
JTT-302	Phase 2 (Overseas)	Dyslipidemia	CETP inhibitor /oral	Decreases LDL and increases HDL by inhibition of CETP	
JTT-751 (Ferric Citrate)	Phase 3 (Japan)	Hyperphosphatemia	Phosphate binder /oral	Decreases serum phosphorous level by binding phosphate derived from dietary in the gastrointestinal tract	JT obtained the rights to develop and commercialize this compound in Japan from Keryx Biopharmaceuticals (U.S.) (Developed jointly with Torii)
JTK-853	Phase 1 (Overseas)	Hepatitis C	HCV RNA polymerase inhibitor /oral	Treatment of Hepatitis C by inhibiting HCV RNA- polymerase which relates to viral proliferation	
JTT-851	Phase 1 (Japan)	Type 2 diabetes mellitus	G protein-coupled receptor 40 agonist /oral	Decreases blood glucose by stimulation of glucose-dependent insulin secretion	
JTZ-951	Phase 1 (Japan)	Anemia associated with chronic kidney disease	HIF-PHD inhibitor /oral	Increases red blood cells by accelerating production of erythropoietin, an erythropoiesis-stimulating hormone, via inhibition of HIF-PHD. -HIF-PHD: Hypoxia Inducible Factor-Prolyl Hydroxylase Domain containing protein	

*Based on the first dose

Updates since the previous announcement on July 28, 2011:

Developments of JTT-305 and JTK-656 have been terminated.

JTZ-951 has entered into the clinical trial stage in Japan.

Single-tablet regimen containing JTK-303 (elvitegravir) has been submitted to the U.S. Food and Drug Administration (FDA) for approval, according to Gilead Sciences (U.S.)