

JAPAN TOBACCO INC. 2-1, Toranomon 2-chome, Minato-ku Tokyo 105-8422 JAPAN Phone:03-3582-3111

FOR IMMEDIATE RELEASE

Tokyo, January 20, 2017

Japanese Domestic Cigarette Sales Results for December 2016 (Preliminary Report)

Japan Tobacco Inc. (JT) (TSE: 2914) announced today a preliminary report of the Company's Japanese domestic cigarette sales results for December 2016.

(figures are rounded off)

	2015		2016	
	December	January - December	December	January - December
Sales Volume [*] (Billions of cigarettes)	9.9 (-2.1%)	109.2 (-2.8%)	9.6 (-3.6%)	106.2 (-2.8%)
Japanese Domestic Cigarette Revenue (Billions of Yen)	55.9 (-3.1%)	618.5 (-2.0%)	57.0 (1.8%)	623.8 (0.9%)

(): net change in comparison to the same period in the previous year

* JT's market shares were as follows:

- 62.2% for December 2016
- 61.1% for January- December 2016
- 59.9% for January- December 2015

The above figures are preliminarily reported on a management basis. An announcement of the consolidated financial results is scheduled on February 6, 2017. The announcement includes the Japanese Domestic Tobacco Business performance for January - December FY2016.

###

Japan Tobacco Inc. is a leading international tobacco company. Its products are sold in over 120 countries and its globally recognized brands include Winston, Camel, Mevius, LD and Natural American Spirit. With diversified operations, JT is also actively present in pharmaceuticals and processed foods. The company's revenue was ¥2.253 trillion (US\$18,679 million(*)) in the fiscal year ended December 31, 2015.

*Translated at the rate of ¥120.61 per \$1, as of December 31, 2015

Contacts: Masahito Shirasu, General Manager Reimi Kawato, Associate Manager Media and Investor Relations Division Japan Tobacco Inc. Tokyo: +81-3-5572-4292 E-mail: <u>it.media.relations@jt.com</u>