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Tokyo, October 18, 2019

Japanese Domestic Cigarette Sales Results for September 2019 (Preliminary Report)

Japan Tobacco Inc. (JT) (TSE: 2914) announced today a preliminary report of the Company's Japanese domestic cigarette sales results for September 2019.

(figures are rounded off)

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|---|-----------------|------------------|------------------|------------------|
| | 2018 | | 2019 | |
| | Sep. | Jan. – Sep. | Sep. | Jan. – Sep. |
| JT Cigarette Sales Volume (Billions of cigarettes) | 9.4 (24.7%) | 64.2 (-8.7%) | 6.8 (-27.3%) | 57.4 (-10.5%) |
| Japanese Domestic Cigarette Revenue (Billions of Yen) | 56.2 (24.8%) | 383.0 (-8.5%) | 44.2 (-21.3%) | 369.9 (-3.4%) |

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

*1: JT's Cigarette market share is:

- 60.4% for September 2019
- 60.7% for January September 2019
- 61.4% for January- December 2018
- *2: JT Cigarette Sales Volume, Japanese Domestic Cigarette Revenue and JT's Cigarette market share include the estimated volume of Little Cigars and previous year's results are restated accordingly.

The above figures are preliminarily reported on a management basis. An announcement of the consolidated financial results is scheduled on October 31, 2019. The announcement includes the Japanese Domestic Tobacco Business performance for January – September FY2019.

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Japan Tobacco Inc. is a leading international tobacco company with operations in more than 130 countries. With over 63,000 employees, it manufactures and sells some of the world's best-known brands including Winston, Camel, MEVIUS and LD. The JT Group is committed to investing in Reduced-Risk Products (RRP) and currently markets its tobacco vapor products under the Ploom brand and various e-cigarette products under the Logic brand. The Group is also present in the pharmaceutical and processed food businesses. For more information, visit <u>https://www.jt.com/</u>.

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