

JT Corporate Profile

As of March 31, 2012

JT Corporate Information

[Corporate Name]
JAPAN TOBACCO INC.

[Communication Name]
JT

[Established]
April 1, 1985

[Capital]
100 billion yen

[Headquarters]
2-1, Toranomon 2-chome, Minato-ku, Tokyo 105-8422, JAPAN

[Number of Establishments]
Area Sales Headquarters / 25
Factories / 10
Regional Leaf Tobacco Headquarters / 2
Laboratories / 3

[Major Subsidiaries and Affiliates]

- Japanese Domestic Tobacco Business
TS Network Co., Ltd., JT Logistics Co., Ltd., Japan Filter Technology, Ltd., Fuji Flavor Co., Ltd., JT Engineering Inc.
- International Tobacco Business
JT International S.A., Gallaher Ltd., LLC Petro, JT International Germany GmbH, JTI Tütün Urunleri Sanayi A.S., Liggett-Ducat CJSC
- Pharmaceutical Business
Torii Pharmaceutical Co., Ltd., Akros Pharma Inc.
- Food Business
JT Beverage Inc., Japan Beverage Holdings Inc., TableMark Co., Ltd.

Financial Information

◆ JT Group adopted IFRS (International Financial Reporting Standards) effective from FY 2011 ending March 31, 2012.

[Revenue] (Unit: JPY 100million)

FY 2011 (ending March 2012)	20,338
FY 2010 (ending March 2011)	20,594

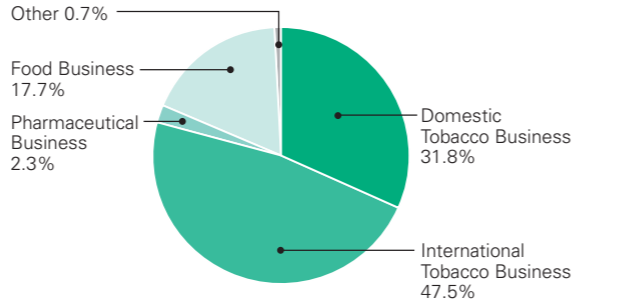
[Operating Profits] (Unit: JPY 100million)

FY 2011 (ending March 2012)	4,592
FY 2010 (ending March 2011)	4,013

[Adjusted EBITDA] (Unit: JPY 100million)

FY 2011 (ending March 2012)	5,771
FY 2010 (ending March 2011)	5,220

[Breakdown of Revenue by Business] (FY ended March 31, 2012)



[Data by Sector] (FY ended March 31, 2012) (Unit: JPY 100million)

	Revenue	Adjusted EBITDA
Japanese Domestic Tobacco Business	6,462	2,623
International Tobacco Business	9,663	3,148
Pharmaceutical Business	474	△100
Food Business	3,594	200

Number of Employees

[Consolidated Number of Employees] (Unit: Persons)

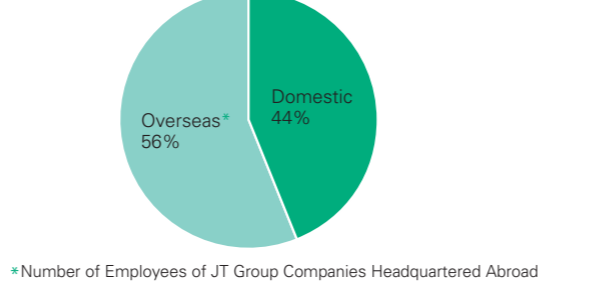
Japanese Domestic Tobacco Business	11,092
International Tobacco Business	24,237
Pharmaceutical Business	1,693
Food Business	10,646
Others/Group-wide Business	861
Total	48,529

*Number of full-time employees

[Non-consolidated Number of Employees] (Unit: Persons)

Number of full-time employees	8,936
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[Percentages of Domestic and Overseas Employees]



Business Overview

[Japanese Domestic Tobacco Business]

Japanese domestic tobacco business constitutes the core of the JT Group's operations, producing a large slice of its profits. Its years of experience and expertise in producing, distributing, and researching tobacco products are one of the best in the world. While providing consumers with a variety of products such as the Mild Seven, Seven Star, and Pianissimo series, it has established a solid business foundation based on its unrivaled sales and service network.



[International Tobacco Business]

Japan Tobacco International (JTI), which controls the JT Group's international tobacco business, has a solid business foundation based on its geographic advantage and competitive edge in brand and human resources, driving the group's profit growth. It is extending its reach worldwide, positioning Winston, Camel, Mild Seven, Benson & Hedges, Silk Cut, LD, Sobranie, and Glamour as Global Flagship Brands, building a strong presence in major markets around the world.



[Pharmaceutical Business]

The Central Pharmaceutical Research Institute is the JT Group's R&D unit, with Torii Pharmaceutical Co., Ltd. manufacturing and distributing the group's drugs. While expanding the line of late-stage compounds and enhancing its R&D pipeline, the JT Group will continue to increase its presence in the global marketplace by creating a unique, international R&D-oriented business and by developing original new drugs, aiming to be respected and appreciated by patients and medical staff around the world.



[Food Business]

JT Group's food business centres on beverages, processed foods, and seasonings. As for beverages, the focus is on enhancing the value of the core brand "Roots" and expanding the sales network of the vending machine operator Japan Beverage Group, to increase the earning power. The processed food business led by TableMark Co., Ltd., meanwhile, will continue to provide high value-added products, especially staples such as frozen noodles, frozen cooked rice, aseptic cooked rice, and frozen baked bread.

