Group Profile Facts and Figures

The JT Group is a global organization, with a rich heritage built through organic growth and successful acquisitions. Integrating varied companies, with their individual histories, shaped and transformed us into one of the most culturally-diversified, fast-moving global businesses, stretching over 120 countries.



## Key Dates

1985

1988 Start of the Beverage Business. Japan Tobacco Inc. Central Pharmaceutical JT stock is listed on stock

is established

JT's history dates back to 1898, when the Japanese government formed a monopoly bureau to operate the exclusive sale of domestic tobacco leaf.

Research Institute is established.

exchanges in Japan.

Acquisition of Unimat Corporation (now Japan Beverage Holdings Inc.), a beverage vendor.

Acquisition of Torii Pharmaceutical Co., Ltd., a pharmaceutical company.

Acquisition of the international operations of R.J. Reynolds and JTI is founded.

## Business Performance

JT Group adopted International Financial Reporting Standards (IFRS) effective FY2011 ending March 31, 2012.

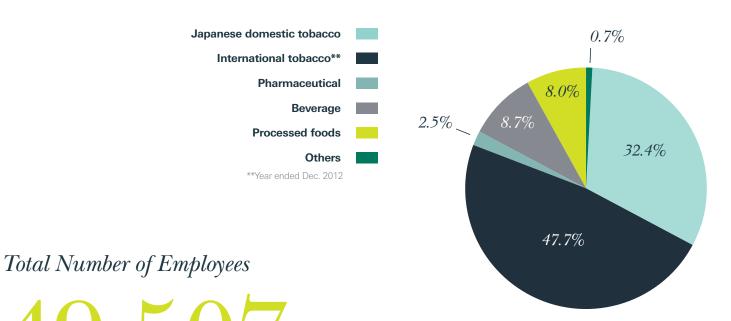
Unit: JPY billion	FY ended Mar. 2012	FY ended Mar. 2013
Revenue	2,033.8	2,120.2
Operating Profit	459.2	532.4
Adjusted EBITDA	577.1	622.1

## Number of Employees

	As of end of Mar. 2013
Japanese domestic tobacco	11,043
International tobacco*	24,397
Pharmaceutical	1,744
Beverage	4,912
Processed foods	6,563
Others / Corporate	848

<sup>\*</sup>As of December 2012

## Revenue Breakdown by Business Segment



2007	2008

p Plc., a UK
co manufacturer,
ifith largest global
pany in the

Acquisition of
Katokichi Co., Ltd.
(now TableMark Co., Ltd.),
a processed food company.

Investment in the supply chain and acquisition of tobacco leaf

operations in Africa, Brazil and

the U.S.

Acquisition of Haggar Cigarette & Tobacco Factory Ltd. in Sudan. Acquisition of Gryson NV, a leading Roll-Your-Own/Make-Your-Own European tobacco

2012

company.

Acquisition of Al Nakhla, an Egypt based waterpipe tobacco manufacturer.

2013

Gallaher Group Plc., a UK based tobacco manufacturer, formerly the fifth largest global tobacco company in the world, was acquired, doubling our combined employee population. At the time, this was the largest foreign acquisition by a Japanese company.

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