



Partnering with JTI U.S.A.

Helping you grow your business



JTI around the world

JTI is one of the leading global tobacco companies



- 425.7 billion cigarettes shipped in 2011
- 3.9 billion USD (adjusted EBITDA in 2011)
- 25,000 employees (approximately)
- 120 countries where JTI products are distributed
- 90 offices
- 22 factories
- 6 research & development centers
- 5 tobacco processing facilities

Our global flagship brands*



* JTI trademarks outside of the U.S.

JTI in the U.S.A.



JTI Leaf Services

JTI Leaf Services in Danville, Virginia supplies JTI exclusively with directly contracted U.S. leaf tobacco, renowned globally for its high quality and rich flavor.

JTI U.S.A.

Headquartered in Teaneck, NJ, JTI U.S.A. has been distributing and marketing high-quality brands since 1986.

Why partner with JTI U.S.A.?

Dependability

JTI U.S.A. is committed to being your long-term tobacco business partner.

As a part of the third largest tobacco manufacturer in the world, JTI U.S.A. is a company you can rely on:

- Signatory to the Master Settlement Agreement since 1999
- 100% product guarantee
- All products are FSC/LIP compliant

Greater profitability

We want to work together toward a profitable partnership. We can help increase your success through:

- Category management expertise to optimize your cigarette sales
- A portfolio of higher-margin brands
- Consistent, quality products available in a full range of styles



Marketing support

JTI U.S.A. is committed to helping you grow your business. JTI U.S.A.'s professional, dedicated and knowledgeable field sales force has innovative tools to maximize your tobacco profits:

- Generous trade incentive programs
- Impactful point-of-sale materials
- Engaging consumer promotions to generate repeat purchases

Our goal is to be the most successful and respected tobacco company in the world

JTI U.S.A. offers three distinctive brands that will appeal to your adult consumers:

Wave®

WINGS®

EXPORT 'A'®

Want to know more?

For more information about our partnership programs, please call 1-800-966-9709 and we will put you in touch with a field sales representative who can best help you with your needs.

www.jti-usa.com

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CIGARETTES

JTI U.S.A. is committed to helping you grow your business

Brands that will appeal to your adult consumers



Wave®

Wave is a premium quality, American blend cigarette with a smooth finish. It's a modern brand that delivers a consistent, high-quality smoking experience at a great price. Wave is the only value cigarette that offers premium packaging, exciting promotions and high-value coupon campaigns. Wave's unique marketing mix, premium quality and affordable price help drive adult smoker traffic and repeat purchases.



Export 'A'®

Export 'A' is a naturally smooth tasting super premium cigarette. It appeals to discerning adult smokers with its unique slide and shell pack and premium 100% Virginia Leaf blend. Export 'A's unique offering and high margins can help maximize your profit potential.



WINGS®

WINGS is a quality, American blend cigarette with a rich smooth taste designed for today's price-conscious adult smokers. WINGS' quality and everyday low price can help attract customers to your store.



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CIGARETTES