

**PRODUCTS THAT CONSTITUTE
90% OF THE MARKET**

Location	TMO	Brand Family	CR_BrandId	DF_Vol	Flavor	Taste	Thickness	Length	cum_VOL
Jeju	KT & G	ESSE	90020	34736	NTD Caps	Full Flavor	SSL	100	34736
Jeju	KT & G	ESSE	90020	34736	NTD Caps	Full Flavor	SSL	100	69472
Jeju	KT & G	ESSE	90020	34736	NTD Caps	Full Flavor	SSL	100	104208
Jeju	KT & G	ESSE	52172	21853.2	Regular	Lights	SSL	100	126061.2
Jeju	KT & G	ESSE	52172	21853.2	Regular	Lights	SSL	100	147914.4
Jeju	KT & G	ESSE	52172	21853.2	Regular	Lights	SSL	100	169767.6
Jeju	KT & G	ESSE	122331	15867.4	NTD Caps	Full Flavor	SSL	100	185635
Jeju	KT & G	ESSE	122331	15867.4	NTD Caps	Full Flavor	SSL	100	201502.4
Jeju	KT & G	ESSE	122331	15867.4	NTD Caps	Full Flavor	SSL	100	217369.8
Jeju	KT & G	ESSE	56480	14657.6	Regular	Full Flavor	SSL	100	232027.4
Jeju	KT & G	ESSE	56480	14657.6	Regular	Full Flavor	SSL	100	246685
Jeju	KT & G	ESSE	56480	14657.6	Regular	Full Flavor	SSL	100	261342.6
Jeju	JTI	MEVIUS	87832	12446.4	Regular	Full Flavor	STD	KS	273789
Jeju	JTI	MEVIUS	87832	12446.4	Regular	Full Flavor	STD	KS	286235.4
Jeju	JTI	MEVIUS	87832	12446.4	Regular	Full Flavor	STD	KS	298681.8
Jeju	KT & G	ESSE	52950	11438.6	Regular	Full Flavor	SSL	100	310120.4
Jeju	KT & G	ESSE	52950	11438.6	Regular	Full Flavor	SSL	100	321559
Jeju	KT & G	ESSE	52950	11438.6	Regular	Full Flavor	SSL	100	332997.6
Jeju	KT & G	RAISON	102693	10940.8	NTD Caps	Full Flavor	STD	KS	343938.4
Jeju	KT & G	RAISON	102693	10940.8	NTD Caps	Full Flavor	STD	KS	354879.2
Jeju	KT & G	RAISON	102693	10940.8	NTD Caps	Full Flavor	STD	KS	365820
Jeju	KT & G	THIS	46910	10715	Regular	Full Flavor	STD	KS	376535
Jeju	KT & G	THIS	46910	10715	Regular	Full Flavor	STD	KS	387250
Jeju	KT & G	ESSE	106177	9719	NTD Caps	Full Flavor	SSL	100	396969
Jeju	KT & G	ESSE	106177	9719	NTD Caps	Full Flavor	SSL	100	406688
Jeju	KT & G	ESSE	106177	9719	NTD Caps	Full Flavor	SSL	100	416407

Jeju	BAT	DUNHILL	97342	9423 Regular	Full Flavor	STD	KS	425830
Jeju	BAT	DUNHILL	97342	9423 Regular	Full Flavor	STD	KS	435253
Jeju	BAT	DUNHILL	97342	9423 Regular	Full Flavor	STD	KS	444676
Jeju	BAT	DUNHILL	97339	9107.8 Regular	Full Flavor	STD	KS	453783.8
Jeju	BAT	DUNHILL	97339	9107.8 Regular	Full Flavor	STD	KS	462891.6
Jeju	BAT	DUNHILL	97339	9107.8 Regular	Full Flavor	STD	KS	471999.4
Jeju	KT & G	THE ONE	52616	8529.6 Regular	Full Flavor	STD	KS	480529
Jeju	KT & G	THE ONE	52616	8529.6 Regular	Full Flavor	STD	KS	489058.6
Jeju	KT & G	THE ONE	52616	8529.6 Regular	Full Flavor	STD	KS	497588.2
Jeju	KT & G	BOHEM	97815	8418 NTD Caps	Full Flavor	SSL	100	506006.2
Jeju	KT & G	BOHEM	97815	8418 NTD Caps	Full Flavor	SSL	100	514424.2
Jeju	KT & G	BOHEM	97815	8418 NTD Caps	Full Flavor	SSL	100	522842.2
Jeju	KT & G	ESSE	124472	8162.8 Menthol Caps	Full Flavor	SSL	100	531005
Jeju	KT & G	ESSE	124472	8162.8 Menthol Caps	Full Flavor	SSL	100	539167.8
Jeju	KT & G	ESSE	124472	8162.8 Menthol Caps	Full Flavor	SSL	100	547330.6
Jeju	KT & G	RAISON	46893	7882.2 Regular	Full Flavor	STD	KS	555212.8
Jeju	KT & G	RAISON	46893	7882.2 Regular	Full Flavor	STD	KS	563095
Jeju	KT & G	RAISON	46893	7882.2 Regular	Full Flavor	STD	KS	570977.2
Jeju	KT & G	ESSE	58557	7712 Regular	Full Flavor	SSL	100	578689.2
Jeju	KT & G	ESSE	58557	7712 Regular	Full Flavor	SSL	100	586401.2
Jeju	KT & G	ESSE	58557	7712 Regular	Full Flavor	SSL	100	594113.2
Jeju	KT & G	ESSE	52613	7599 Regular	Full Flavor	SSL	100	601712.2
Jeju	KT & G	ESSE	52613	7599 Regular	Full Flavor	SSL	100	609311.2
Jeju	KT & G	ESSE	52613	7599 Regular	Full Flavor	SSL	100	616910.2
Jeju	PMI	MARLBORO	122718	6872.8 Regular	Full Flavor	STD	KS	623783
Jeju	PMI	MARLBORO	122718	6872.8 Regular	Full Flavor	STD	KS	630655.8
Jeju	KT & G	THE ONE	53482	6857.6 Regular	Full Flavor	STD	KS	637513.4
Jeju	KT & G	THE ONE	53482	6857.6 Regular	Full Flavor	STD	KS	644371
Jeju	KT & G	THE ONE	53482	6857.6 Regular	Full Flavor	STD	KS	651228.6

Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	657817.8
Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	664407
Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	670996.2
Jeju	KT & G	ESSE	50922	6090.2	Regular	Full Flavor	SSL	100	677086.4
Jeju	KT & G	ESSE	50922	6090.2	Regular	Full Flavor	SSL	100	683176.6
Jeju	KT & G	ESSE	50922	6090.2	Regular	Full Flavor	SSL	100	689266.8
Jeju	KT & G	SIMPLE	57969	5791	Regular	Full Flavor	SLI	100	695057.8
Jeju	KT & G	SIMPLE	57969	5791	Regular	Full Flavor	SLI	100	700848.8
Jeju	KT & G	SIMPLE	57969	5791	Regular	Full Flavor	SLI	100	706639.8
Jeju	KT & G	RAISON	104499	5699.8	NTD Caps	Full Flavor	STD	KS	712339.6
Jeju	KT & G	RAISON	104499	5699.8	NTD Caps	Full Flavor	STD	KS	718039.4
Jeju	KT & G	RAISON	104499	5699.8	NTD Caps	Full Flavor	STD	KS	723739.2
Jeju	BAT	DUNHILL	58201	5140	Regular	Full Flavor	STD	KS	728879.2
Jeju	BAT	DUNHILL	58201	5140	Regular	Full Flavor	STD	KS	734019.2
Jeju	BAT	DUNHILL	58201	5140	Regular	Full Flavor	STD	KS	739159.2
Jeju	KT & G	ESSE	113559	4877.8	NTD Caps	Full Flavor	SSL	100	744037
Jeju	KT & G	ESSE	113559	4877.8	NTD Caps	Full Flavor	SSL	100	748914.8
Jeju	KT & G	ESSE	113559	4877.8	NTD Caps	Full Flavor	SSL	100	753792.6
Jeju	KT & G	ESSE	54317	4734	Regular	Full Flavor	SSL	100	758526.6
Jeju	KT & G	ESSE	54317	4734	Regular	Full Flavor	SSL	100	763260.6
Jeju	KT & G	ESSE	54317	4734	Regular	Full Flavor	SSL	100	767994.6
Jeju	KT & G	ESSE	92567	4649	NTD Caps	Full Flavor	SSL	100	772643.6
Jeju	KT & G	ESSE	92567	4649	NTD Caps	Full Flavor	SSL	100	777292.6
Jeju	KT & G	ESSE	92567	4649	NTD Caps	Full Flavor	SSL	100	781941.6
Jeju	KT & G	RAISON	53057	4643.4	Regular	Full Flavor	STD	KS	786585
Jeju	KT & G	RAISON	53057	4643.4	Regular	Full Flavor	STD	KS	791228.4
Jeju	KT & G	RAISON	53057	4643.4	Regular	Full Flavor	STD	KS	795871.8
Jeju	KT & G	SEASONS	46300	4141	Regular	Full Flavor	STD	KS	800012.8
Jeju	KT & G	SEASONS	46300	4141	Regular	Full Flavor	STD	KS	804153.8

Jeju	KT & G	SEASONS	46300	4141 Regular	Full Flavor	STD	KS	808294.8
Jeju	PMI	MARLBORO	95585	3777 Regular	Full Flavor	STD	KS	812071.8
Jeju	PMI	MARLBORO	95585	3777 Regular	Full Flavor	STD	KS	815848.8
Jeju	PMI	MARLBORO	95585	3777 Regular	Full Flavor	STD	KS	819625.8
Jeju	KT & G	BOHEM	88577	3768.2 Regular	Full Flavor	STD	KS	823394
Jeju	KT & G	BOHEM	88577	3768.2 Regular	Full Flavor	STD	KS	827162.2
Jeju	KT & G	BOHEM	88577	3768.2 Regular	Full Flavor	STD	KS	830930.4
Jeju	PMI	MARLBORO	125145	3691.6 NTD Caps	Full Flavor	STD	KS	834622
Jeju	PMI	MARLBORO	125145	3691.6 NTD Caps	Full Flavor	STD	KS	838313.6
Jeju	PMI	VIRGINIA SLIM	121995	3687.4 Regular	Lights	SLI	KS	842001
Jeju	PMI	VIRGINIA SLIM	121995	3687.4 Regular	Lights	SLI	KS	845688.4
Jeju	KT & G	ESSE	92949	3661.2 Regular	Full Flavor	SSL	100	849349.6
Jeju	KT & G	ESSE	92949	3661.2 Regular	Full Flavor	SSL	100	853010.8
Jeju	KT & G	ESSE	92949	3661.2 Regular	Full Flavor	SSL	100	856672
Jeju	JTI	MEVIUS	94994	3535.2 Regular	Full Flavor	STD	KS	860207.2
Jeju	JTI	MEVIUS	94994	3535.2 Regular	Full Flavor	STD	KS	863742.4
Jeju	JTI	MEVIUS	94994	3535.2 Regular	Full Flavor	STD	KS	867277.6
Jeju	JTI	MEVIUS	89726	3450.8 Regular	Full Flavor	STD	KS	870728.4
Jeju	JTI	MEVIUS	89726	3450.8 Regular	Full Flavor	STD	KS	874179.2
Jeju	KT & G	THE ONE	56117	3402.4 Regular	Full Flavor	STD	KS	877581.6
Jeju	KT & G	THE ONE	56117	3402.4 Regular	Full Flavor	STD	KS	880984
Jeju	KT & G	THE ONE	56117	3402.4 Regular	Full Flavor	STD	KS	884386.4
Jeju	KT & G	ESSE	125779	3223.2 NTD Caps	Full Flavor	SSL	100	887609.6
Jeju	KT & G	ESSE	125779	3223.2 NTD Caps	Full Flavor	SSL	100	890832.8
Jeju	KT & G	ESSE	115536	3109 NTD Caps	Full Flavor	SSL	100	893941.8
Jeju	KT & G	ESSE	115536	3109 NTD Caps	Full Flavor	SSL	100	897050.8
Jeju	PMI	PARLIAMENT	121941	3094.4 Regular	Full Flavor	STD	KS	900145.2
Jeju	PMI	PARLIAMENT	121941	3094.4 Regular	Full Flavor	STD	KS	903239.6
Jeju	PMI	PARLIAMENT	121941	3094.4 Regular	Full Flavor	STD	KS	906334

Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	909369.8
Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	912405.6
Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	915441.4
Jeju	KT & G	BOHEM	54719	2930.4	Regular	Full Flavor	STD	KS	918371.8
Jeju	KT & G	BOHEM	54719	2930.4	Regular	Full Flavor	STD	KS	921302.2
Jeju	KT & G	BOHEM	54719	2930.4	Regular	Full Flavor	STD	KS	924232.6
Jeju	KT & G	ESSE	89342	2824	Regular	Full Flavor	SSL	100	927056.6
Jeju	KT & G	ESSE	89342	2824	Regular	Full Flavor	SSL	100	929880.6
Jeju	KT & G	ESSE	89342	2824	Regular	Full Flavor	SSL	100	932704.6
Jeju	KT & G	ESSE	56914	2732	Regular	Full Flavor	SSL	100	935436.6
Jeju	KT & G	ESSE	56914	2732	Regular	Full Flavor	SSL	100	938168.6
Jeju	KT & G	ESSE	56914	2732	Regular	Full Flavor	SSL	100	940900.6
Jeju	BAT	DUNHILL	97341	2729.6	Regular	Full Flavor	STD	KS	943630.2
Jeju	BAT	DUNHILL	97341	2729.6	Regular	Full Flavor	STD	KS	946359.8
Jeju	BAT	DUNHILL	97341	2729.6	Regular	Full Flavor	STD	KS	949089.4
Jeju	KT & G	CLOUD 9	53797	2722.4	Regular	Full Flavor	SSL	100	951811.8
Jeju	KT & G	CLOUD 9	53797	2722.4	Regular	Full Flavor	SSL	100	954534.2
Jeju	KT & G	CLOUD 9	53797	2722.4	Regular	Full Flavor	SSL	100	957256.6
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	959974.8
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	962693
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	965411.2
Jeju	KT & G	ESSE	94328	2539.4	NTD Caps	Full Flavor	SSL	100	967950.6
Jeju	KT & G	ESSE	94328	2539.4	NTD Caps	Full Flavor	SSL	100	970490
Jeju	KT & G	ESSE	94328	2539.4	NTD Caps	Full Flavor	SSL	100	973029.4
Jeju	KT & G	BOHEM	61561	2534.6	Regular	Full Flavor	STD	KS	975564
Jeju	KT & G	BOHEM	61561	2534.6	Regular	Full Flavor	STD	KS	978098.6
Jeju	KT & G	BOHEM	61561	2534.6	Regular	Full Flavor	STD	KS	980633.2
Jeju	KT & G	BOHEM	133602	2406.2	NTD Caps	Full Flavor	STD	KS	983039.4
Jeju	KT & G	BOHEM	133602	2406.2	NTD Caps	Full Flavor	STD	KS	985445.6

Jeju	KT & G	RAISON	126025	2388.8	Menthol	Full Flavor	STD	KS	987834.4
Jeju	KT & G	RAISON	126025	2388.8	Menthol	Full Flavor	STD	KS	990223.2
Jeju	KT & G	THE ONE	95177	2320.6	NTD Caps	Full Flavor	STD	KS	992543.8
Jeju	KT & G	THE ONE	95177	2320.6	NTD Caps	Full Flavor	STD	KS	994864.4
Jeju	KT & G	THE ONE	95177	2320.6	NTD Caps	Full Flavor	STD	KS	997185
Jeju	KT & G	ESSE	122813	2311.6	NTD Caps	Full Flavor	SSL	100	999496.6
Jeju	KT & G	ESSE	122813	2311.6	NTD Caps	Full Flavor	SSL	100	1001808.2
Jeju	KT & G	ESSE	122813	2311.6	NTD Caps	Full Flavor	SSL	100	1004119.8
Jeju	PMI	MARLBORO	98188	2309	Menthol Caps	Full Flavor	STD	KS	1006428.8
Jeju	PMI	MARLBORO	98188	2309	Menthol Caps	Full Flavor	STD	KS	1008737.8
Jeju	PMI	MARLBORO	98188	2309	Menthol Caps	Full Flavor	STD	KS	1011046.8
Jeju	JTI	MEVIUS	94996	2215.4	Regular	Full Flavor	STD	KS	1013262.2
Jeju	JTI	MEVIUS	94996	2215.4	Regular	Full Flavor	STD	KS	1015477.6
Jeju	JTI	MEVIUS	94996	2215.4	Regular	Full Flavor	STD	KS	1017693
Jeju	KT & G	THIS	97335	2185	NTD Caps	Full Flavor	STD	KS	1019878
Jeju	KT & G	THIS	97335	2185	NTD Caps	Full Flavor	STD	KS	1022063
Jeju	KT & G	THIS	97335	2185	NTD Caps	Full Flavor	STD	KS	1024248
Jeju	KT & G	BOHEM	70934	2181.8	Menthol Caps	Full Flavor	STD	KS	1026429.8
Jeju	KT & G	BOHEM	70934	2181.8	Menthol Caps	Full Flavor	STD	KS	1028611.6
Jeju	KT & G	BOHEM	70934	2181.8	Menthol Caps	Full Flavor	STD	KS	1030793.4
Jeju	KT & G	BOHEM	54720	2138	Regular	Full Flavor	STD	KS	1032931.4
Jeju	KT & G	BOHEM	54720	2138	Regular	Full Flavor	STD	KS	1035069.4
Jeju	KT & G	BOHEM	54720	2138	Regular	Full Flavor	STD	KS	1037207.4
Jeju	KT & G	CLOUD 9	52984	2123.6	Regular	Full Flavor	SSL	100	1039331
Jeju	KT & G	CLOUD 9	52984	2123.6	Regular	Full Flavor	SSL	100	1041454.6
Jeju	KT & G	CLOUD 9	52984	2123.6	Regular	Full Flavor	SSL	100	1043578.2
Jeju	KT & G	RAISON	37649	2105.6	Regular	Full Flavor	STD	KS	1045683.8
Jeju	KT & G	RAISON	37649	2105.6	Regular	Full Flavor	STD	KS	1047789.4
Jeju	CHINA NATIO	UNDEFINED	0	1965.6					1049755

Jeju	KT & G	BOHEM	88576	1829.4	Regular	Full Flavor	STD	KS	1051584.4
Jeju	KT & G	BOHEM	88576	1829.4	Regular	Full Flavor	STD	KS	1053413.8
Jeju	KT & G	BOHEM	88576	1829.4	Regular	Full Flavor	STD	KS	1055243.2
Jeju	JTI	MEVIUS	89714	1793.6	Menthol Caps	Full Flavor	STD	KS	1057036.8

PMI PRODUCTS ONLY

Location	TMO	Brand Family	CR_BrandId	DF_Vol	Flavor	Taste	Thickness	Length	cum_VOL
Jeju	PMI	MARLBORO	122718	6872.8	Regular	Full Flavor	STD	KS	623783
Jeju	PMI	MARLBORO	122718	6872.8	Regular	Full Flavor	STD	KS	630655.8
Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	657817.8
Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	664407
Jeju	PMI	PARLIAMENT	121968	6589.2	Regular	Full Flavor	STD	KS	670996.2
Jeju	PMI	MARLBORO	95585	3777	Regular	Full Flavor	STD	KS	812071.8
Jeju	PMI	MARLBORO	95585	3777	Regular	Full Flavor	STD	KS	815848.8
Jeju	PMI	MARLBORO	95585	3777	Regular	Full Flavor	STD	KS	819625.8
Jeju	PMI	MARLBORO	125145	3691.6	NTD Caps	Full Flavor	STD	KS	834622
Jeju	PMI	MARLBORO	125145	3691.6	NTD Caps	Full Flavor	STD	KS	838313.6
Jeju	PMI	VIRGINIA SLIM	121995	3687.4	Regular	Lights	SLI	KS	842001
Jeju	PMI	VIRGINIA SLIM	121995	3687.4	Regular	Lights	SLI	KS	845688.4
Jeju	PMI	PARLIAMENT	121941	3094.4	Regular	Full Flavor	STD	KS	900145.2
Jeju	PMI	PARLIAMENT	121941	3094.4	Regular	Full Flavor	STD	KS	903239.6
Jeju	PMI	PARLIAMENT	121941	3094.4	Regular	Full Flavor	STD	KS	906334
Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	909369.8
Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	912405.6
Jeju	PMI	PARLIAMENT	121949	3035.8	NTD Caps	Full Flavor	STD	KS	915441.4
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	959974.8
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	962693
Jeju	PMI	MARLBORO	99408	2718.2	Regular	Full Flavor	STD	KS	965411.2

Jeju	PMI	MARLBORO	98188	2309 Menthol Caps Full Flavor	STD	KS	1006428.8
Jeju	PMI	MARLBORO	98188	2309 Menthol Caps Full Flavor	STD	KS	1008737.8
Jeju	PMI	MARLBORO	98188	2309 Menthol Caps Full Flavor	STD	KS	1011046.8

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