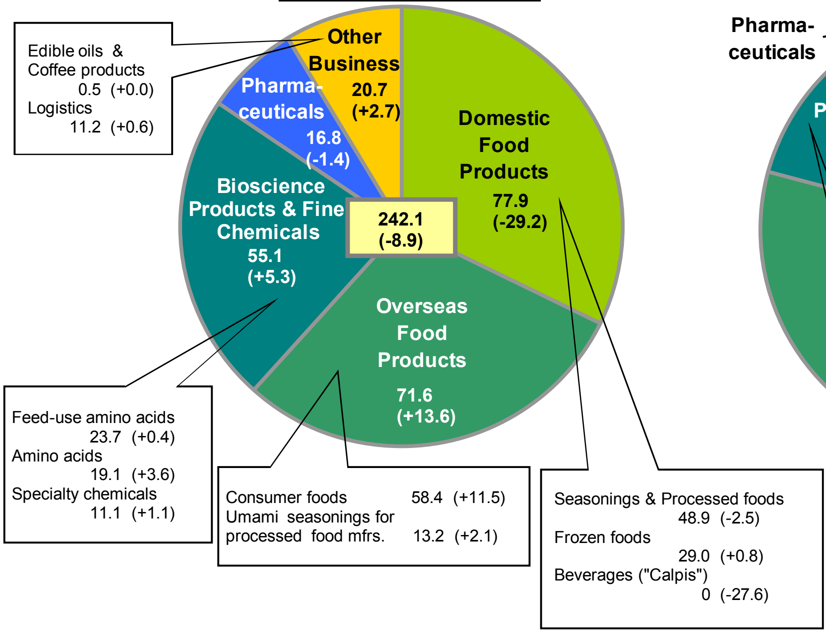
July 31, 2013
: revised

Ajinomoto Co., Inc.
First quarter-FY2013 Market and other information

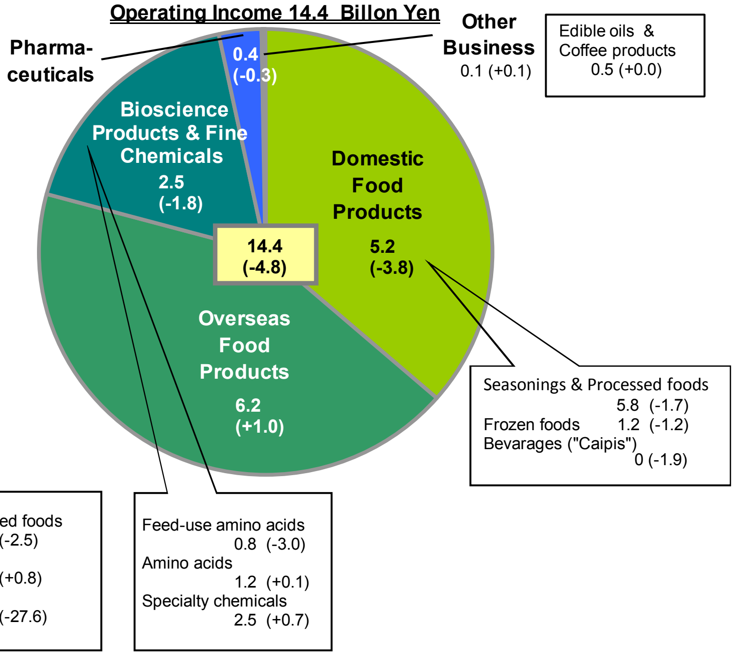
1. Breakdown by Business Segment

(Billion Yen, figures in parenthesis represent YoY change)

Net Sales 242.1 Billon Yen



Operating Income 14.4 Billon Yen



2. Breakdown of Each Business Segment

Segment	Business	Main Brands/Products
Domestic Food Products	Seasonings and Processed foods	Home use: *AJI-NO-MOTO, HONDASHI, Cook Do, Knorr Cup Soup, Ajinomoto KK Consomme, Pure Select Mayonnaise,* various Gift sets Restaurant and industrial use: seasonings and processed foods for restaurant use, Seasonings for processed food manufacturers*(savory seasonings, enzyme *ACTIVA*), Delicatessens and Bakery products *Overseas sales are included in domestic food products segment.
	Frozen foods	*Gyoza* (Chinese dumpling), Yawaraka Wakadori Kara-Age (fried chicken), Ebi shumai (shrimp dumpling), *Yoshokutei Hamburg* (hamburg steak), *AMOY* (overseas sales)
	Beverages ("Calpis") *1	Products of Calpis Co., Ltd. such as *CALPIS, CALPIS Water, AMEAL S*
Overseas Food Products	Consumer foods (mainly home use)	*AJI-NO-MOTO* (outside Japan), *Ros Dee* (flavor seasoning/Thailand), *Masako* (flavor seasoning/Indonesia), *Aji-ngon* (flavor seasoning/Vietnam), *Sazon* (mixed seasoning/Brazil), *AMOY* (Chinese ethnic sauce), *YumYum* (instant noodles/Thailand), *Birdy* (coffee beverage/Thailand)
	Umami seasonings for processed food mfrs.	*AJI-NO-MOTO* and nucleotides for processed food manufacturers *Domestic sales are also included in overseas food products segment.
Bioscience Products & Fine Chemicals	Feed-use amino acids	Feed-use Lysine, feed-use Threonine, feed-use Tryptophan
	Amino acids	Amino acids for pharmaceuticals and foods: Arginine, Glutamine, Valine (ex. for infusion, for beverages) Amino acid-based sweeteners: Aspartame, overseas retail sweetener products,*PAL SWEET* Pharmaceutical Custom Manufacturing*2: anti-cancer drugs, auto immune disease, anti-AIDS drugs, active ingredients for generics, natural extracts, etc.
	Specialty chemicals	Cosmetic ingredients: *Amisoft* (surfactants) Cosmetics: *Jino* Electronic materials: *ABF* (insulation film for build-up printed wiring board)
Pharmaceuticals	Prescription drugs	Prescription drugs: Clinical nutrition (*SOLITA-T, PNTWIN*) /Gastrointestinal diseases (*LIVACT, ELENTAL),* Metabolic diseases, etc. (*ATELEC, FASTIC, ACTONEL*)
Other Business	-	Wellness: Fundamental foods (*Glyna, Capsiate Natura*), Functional foods (*amino VITAL*), Medical foods (*MEDIF, IMPACT*) Other: Logistics, Edible oils & Coffee products*3, Service, others

*1 On October 1,2012, Ajinomoto Co. closed the sale of Calpis shares to Asahi Group Holdings, LTD.

*2 Pharmaceutical custom manufacturing (formerly pharmaceutical fine chemicals): A business that provides pharmaceutical intermediate and bulk drug manufacturing and develo pharmaceutical manufacturers. From this first quarter, the results of Ajinomoto Althea, Inc. are reflected in this business.

*3 For the Edible oils & Coffee products, the gross figures for sales and cost of goods sales were recorded in the accounts but from FY2013 this method was changed by netting off cost of goods sold and recording the net figure in the accounts.

3. Domestic Food Products

(1)Market share and position of main brands in the Japanese household market(Ajinomoto estimate)* (Billion Yen)

Category	Brands	FY2011		FY2012		FY2013
		Market	Ajinomoto's %(rank) **	Market	Ajinomoto's %(rank) **	Market (est.)
Umami seasonings	*AJI-NO-MOTO, Hi-Me*	7.8	80%(1)	7.2	91%(1)	6.9
Japanese flavor seasonings	*HONDASHI*	41.7	44%(1)	40.1	45%(1)	38.9
Consomme	*Ajinomoto KK Consomme*	13.0	66%(1)	12.8	67%(1)	13.1
Soup	*Knorr*	85.5	39%(1)	83.5	38%(1)	85.0
Mayonnaise and mayonnaise-type dressings	*Pure Select*	43.2	26%(2)	43.9	26%(2)	43.9
Seasonings for Chinese dishes	*Cook Do*	34.0	37%(1)	34.5	39%(1)	34.8

* Consumer purchase basis

** Database of Ajinomoto's % (rank) is mainly individuals from households of two or more persons and single persons

(2) Ratio of sales for home use/restaurant and industrial use (Billion Yen)

		FY2011	1Q-FY2012	FY2012	1Q-FY2013
Seasonings and Processed foods*1	Sales	212.1	51.4	217.4	48.9
	Home use*2	58%	56%	59%	54%
	Restaurant and institutional use*3	42%	44%	41%	46%
Frozen foods	Sales for Japanese market	102.9	26.0	104.4	26.0
	Home use	62%	64%	63%	64%
	Restaurant and institutional use	38%	36%	37%	36%

*1 Previous years' figures for Kellogg's products restated as net sales less cost of sales.

*2 Restaurant and industrial use includes seasonings & processed foods for restaurant use, seasonings for processed food manufacturers, delicatessens and bakery products.

*3 Home use includes seasonings & processed foods for home use and gift set.

4. Overseas Food Products

Estimated demand for MSG and nucleotides (Thousand MT)

	FY2011				FY2012			
	China	Other	Total	Ajinomoto's %	China	Other	Total	Ajinomoto's %
MSG	1,460	1,340	2,800 *1	approx.20%	1,550	1,380	2,930 *2	approx.20%
Nucleotides	-	-	31	approx.35%	-	-	34	approx.35%

*1 retail: a little under 60%, industrial use: a little over 40%

*2 retail: a little under 60%, industrial use: a little over 40%

5.Bioscience Products & Fine Chemicals

(1) Market price and estimated market size of feed-use amino acids

		FY2010	FY2011	1Q-FY2012	FY2012	1Q-FY2013	1H-FY2013 (est.)**	FY2013 (est.)**
Spread (US$/ST)*		140	95	190	190	195	approx. 215	approx. 200
Market Price (US$/kg, CIF main port basis)	Lysine	2.00	2.35	2.30	2.15	1.75	approx. 1.70	approx. 1.95
	Threonine	2.55	2.45	2.20	2.30	2.20	approx. 2.20	approx. 2.25
	Tryptophan	23	15	11	17	16	approx. 16	approx. 20
Market size (Thousand MT)	Lysine	1,580	1,700		1,950			approx. 2,100
	Ajinomoto's%	approx. 20%	approx. 20%		approx. 20%			approx. 20%
	Threonine	245	270		330			approx. 380
	Ajinomoto's%	approx. 35%	approx. 30%		approx. 30%			approx. 30%
	Tryptophan	4.8	6.0		9.0			approx. 14.0
	Ajinomoto's%	approx. 55%	approx. 40%		approx. 45%			approx. 30%

* The price difference between soybean meal and corn on the Chicago Board of Trade (CBOT)

** Spread and market prices do not correspond with assumptions in Ajinomoto's forecast of results.

(2) Estimated market size of amino acid-based sweetener, aspartame

	FY2011		FY2012		FY2013(est.)	
	Market	Ajinomoto's%	Market	Ajinomoto's%	Market	Ajinomoto's%
Aspartame (Thousand MT)	approx.24.5	30-35%	approx.24.5	approx.30%	approx.25.0	approx.30%

6. Pharmaceuticals

(1) Sales* of main products (AJINOMOTO PHARMACUETICALS CO., LTD. estimate) (Billion Yen)

Field	Main Products	Launch Date	Indication or Formulation	Marketing Company	FY2012	Q1-2013	Y/Y %
Clinical nutrition, Gastro-intestinal diseases	*LIVACT*	May 1996	Amino acid formula for treatment of liver cirrhosis	AJINOMOTO PHARMACUETICALS CO., LTD.	14.9	3.8	96%
	ELENTAL	Sept. 1981	Elemental diet	AJINOMOTO PHARMACUETICALS CO., LTD.	7.7	1.9	99%
	CARBOSTAR	June 2007	Artificial kidney dialysate	AJINOMOTO PHARMACUETICALS CO., LTD.	6.4	1.6	99%
	SOLITA-T	Apr. 1962	Electrolyte solution	AJINOMOTO PHARMACUETICALS CO., LTD.	3.9	1.0	99%
	Heparin	Apr. 1972	Anticoagulant	AJINOMOTO PHARMACUETICALS CO., LTD.	2.4	0.6	106%
	NIFLEC	June 1992	Oral cleaning solution for the intestine	AJINOMOTO PHARMACUETICALS CO., LTD.	2.3	0.6	109%
	PNTWIN	Dec. 1993	Glucose, electrolyte and amino acid infusion	AJINOMOTO PHARMACUETICALS CO., LTD.	1.6	0.4	88%
	LOWHEPA	Nov. 1996	Anticoagulant	AJINOMOTO PHARMACUETICALS CO., LTD.	1.5	0.3	91%
	TWINPAL	Sept. 2004	Peripheral infusion with glucose, electrolyte and amino acids	AJINOMOTO PHARMACUETICALS CO., LTD.	1.2	0.3	91%
	HEPAN ED	Sept. 1991	Elemental diet for hepatic failure	AJINOMOTO PHARMACUETICALS CO., LTD.	0.9	0.2	92%
Metabolic deseases, etc.	*ATELEC*	Dec. 1995	Long-acting calcium channel blocker	Mochida Pharmaceutical Co., Ltd.	15.1	3.8	97%
	ACTONEL	May 2002	Osteoporosis treatment	Eisai Co., Ltd.	11.7	2.6	84%
	FASTIC	Aug. 1999	Fast-acting postprandial antihypoglycemic agent	Mochida Pharmaceutical Co., Ltd.	2.4	0.5	70%

* NHI (National Health Insurance) reimbursement price basis. Effect of NHI drug price revision implemented: April 2012 approx.-6%

(2) Development Pipeline

July, 2013

	Name	Development Status	Indication	Note
Gastrointestinal diseases	AJG511	Phase II	Ulcerative colitis	In-license (Dr. Falk Pharma)
	AJM300	Phase II	Ulcerative colitis	
Metabolic diseases	AJH801	NDA	Hypertension	
	FASTIC	Phase III	Type 2 Diabetes Mellitus	Combination therapy with DPP-4 inhibitor

(3) Newly Launched Products after July, 2012

July, 2013

Field	Name	Launch	Indication or Classification	Note
Metabolic diseases	*ACTONEL*	February, 2013	Osteoporosis	Additional formulation / Monthly administration
Gastrointestinal diseases	*MOVIPREP*	June, 2013	Bowel preparation prior to colonoscopy and colon surgery	
	LIVACT	July, 2013	Amino acid formula for treatment of liver cirrhosis	Additional formulation / Jellies for oral administration

Note: This includes forward-looking statements based on a number of assumptions.
Actual results may differ substantially depending on a number of factors including but not limited to economic trends and exchange rates.
Amounts presented in this material are rounded off.