## Ajinomoto Co., Inc. Consolidated Results Interim period ended September 30, 2019①

#### ■Financial Statement and Impact of External Environment

Ī	Consolidated	April-Sept.	April-Sept.	YoY C	hange	July-Sept.	July-Sept.	YoY Ch	ange
	Statement of Income	2019	2018	Amount	%	2019	2018	Amount	%
,	Sales	538.7	546.4	-7.7	-1%	271.8	275.0	-3.1	-1%
ĺ	Share of profit of associates and joint ventures	-1.8	2.6	-4.4	-	-3.2	0.9	-4.2	-
ı	Business profit *1*2	48.0	44.5	3.4	7%	20.2	22.8	-2.5	-11%
ſ	Gain on sale of fixed assets	1.1	0.4	0.7	170%	0.3	0.1	0.2	113%
ı	Other	1.6	2.8	-1.1	-42%	0.7	1.0	-0.2	-25%
ı	Other operating income	2.7	3.2	-0.4	-14%	1.1	1.2	-0.0	-5%
ı	Loss on disposal of fixed assets	1.8	1.6	0.1	9%	1.3	0.8	0.5	60%
ı	Other	27.8	2.4	25.3	-1,038%	25.5	0.9	24.6	2,588%
	Other operating expenses	29.6	4.1	25.5	617%	26.9	1.7	25.1	1,404%
ŀ	Operating profit	21.1	43.6	-22.5	-51%	-5.4	22.3	-27.7	-124%
ſ	Interest income	2.3	1.8	0.5	28%	1.1	0.9	0.1	19%
ı	Other	1.2	1.6	-0.4	-24%	-0.0	-0.3	0.2	-82%
ı	Financial income	3.6	3.5	0.1	3%	1.0	0.5	0.4	81%
ı	Interest expenses	1.8	1.5	0.2	19%	0.9	0.7	0.1	17%
ı	Other	1.5	1.6	-0.0	-4%	0.2	-0.0	0.3	-732%
ı	Financial expenses	3.3	3.1	0.2	7%	1.2	0.7	0.4	60%
þ	Profit before income taxes	21.3	44.0	-22.6	-51%	-5.6	22.1	-27.7	-125%
Ī	Income taxes	8.5	13.7	-5.1	-37%	1.2	7.7	-6.5	-84%
ı	Tax rate	40.2%	31.3%			-	35.2%		
Ī	Continuing operations	12.7	30.2	-17.4	-57%	-6.8	14.3	-21.1	-147%
ı	Discontinued operations *2	-0.4	0.7	-1.2	-	-	0.5	-0.5	-
b	Profit	12.3	31.0	-18.6	-60%	-6.8	14.9	-21.7	-145%
	Attributable to owners of the parent company	7.0		-18.9	-72%	-9.3	12.4	-21.8	-175%
1	Non controlling interacts	5.2	4.0	UЗ	6%	2.5	2.5	0.0	10

		(¥ Billion)
FY2019 Revised forecast	FY2019 Initial forecast	Change
1,138.5	1,171.0	-32.5
		-
88.0	97.0	-9.0
		1
-	-	1
-	-	-
-	-	1
-	-	1
-	-	1
42.0	82.6	-40.5
-	-	1
-	-	1
-	-	1
-	-	-
-	-	1
-	-	1
42.2	83.0	-40.7
15.0	23.8	-8.7
35.7%	28.7%	
-	-	-
-	-	-
27.2	59.2	-32.0
18.0	50.0	-32.0
9.2	9.2	-

Non-controlling interests 5.2 4.9 0.3 6% 2.5 2.5 0.0

\*1 A profit indicator defined by Alinomoto for administrative purposes.

(Sales - Cost of sales - Selling expenses, Research & development expenses and General & administrative expenses + Share of profit of associates and joint ventures)

\*2 From the first quarter of the previous fiscal year, the logistics business has been classified as a discontinued operation. On April 1, 2019, the Company lost control of F-LINE Corporation (the former Ajinomoto Logistics Corporation), and F-LINE Corporation became an equity-method affiliate of the Company from this quarter.

Gain on loss of control is included in profit from discontinued operations, and share of profit of associates and joint ventures is included in continuing operations for this quarter.

★In this second quarter ended September 30, 2019, animal nutrition business, PH (Promasidor Holdings Limited) and bakery business had an impairment loss.

An itemization of the details of the impairment losses on production equipment in the animal nutrition business, PH, and production equipment in the bakery business for each level of profit is below.

			(¥ Billion)
		Operating profit	Attributable to
	Business profit	Profit before	owners of
		income taxes	the parent
(1) Impairment loss on production equipment in animal nutrition business	-	14.9	11.7
(2) Impairment loss on investments in PH accounted for using the equity method (equivalent to 33.33% investment)	-	4.2	4.2
(3) Impairment loss on trademark rights of PH (equivalent to 33.33% investment)	3.8	3.8	3.8
(4) Impairment loss on production equipment in the bakery business	-	3.8	2.9
Total	3.8	26.9	22.8

Excluding the Effect of	April-Sept.	April-Sept. April-Sept. YoY Change		July-Sept.	July-Sept.	YoY C	hange	
currency translation	2019	2018	Amount	%	2019	2018	Amount	%
Japan Food Products	180.2	180.9	-0.6	-0%	91.7	92.7	-0.9	-1%
International Food Products	234.8	233.4	1.4	0%	118.8	118.1	0.6	0%
Life Support	48.5	54.3	-5.8	-10%	24.0	26.6	-2.6	-9%
Healthcare	68.0	64.9	3.1	4%	34.0	30.6	3.3	11%
Other	13.3	12.8	0.5	4%	7.3	6.7	0.6	9%
Sales	545.1	546.4	-1.3	-0%	276.0	275.0	1.0	0%
Japan Food Products	14.7	12.4	2.3	18%	7.6	7.0	0.5	7%
International Food Products	25.5	22.5	2.9	13%	9.7	11.9	-2.1	-19%
Life Support	2.4	4.9	-2.4	-49%	0.7	2.0	-1.3	-62%
Healthcare	4.8	3.8	1.0	27%	2.3	1.8	0.4	24%
Other	0.7	0.8	-0.0	-2%	-0.1	-0.1	0.0	-9%
Business profit	48.4	44.5	3.9	8%	20.4	22.8	-2.4	-10%

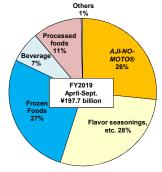
Impact of External Environment (YoY Change)	April-Sept. 2019	July-Sept. 2018				
Effect of currency translation	Sales; -6.4 • Business profit; -4	Sales; -4.2 • Business profit; -0.1				
Effect of trade*	Sales; approx0.0 • Business profit; approx0.0	Sales; approx0.5 • Business profit; approx0.5				
Japan Food Products	+0.2(Seasonings and processed foods; +0.2,	+0.1 (Seasonings and processed foods; +0.1,				
raw materials	Frozen foods; +0.0)	Frozen foods; +0.0)				
Fermentation raw materials	+0.8 (Main raw materials; +0.6	+0.5 (Main raw materials; +0.4				
and fuel prices	Sub raw materials; +0.2, Energy; -0.0)	Sub raw materials; +0.1, Energy; -0.0)				
Cost reductions	+1.8 (Seasonings and processed foods; +0.9,	+0.7 (Seasonings and processed foods; +0.2,				
(Japan Food Products)	Frozen foods; +0.8)	Frozen foods; +0.4)				

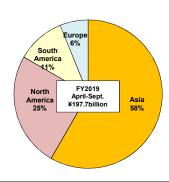
<sup>\*</sup> Approximations to nearest \0.5 billion

Foreign Exchange Information	AprJune 2019	AprJune 2018	July-Sept. 2019	July-Sept. 2018	FY2019 Revised forecast
JPY/USD	109.90	109.10	107.36	111.43	107.00
JPY/EUR	123.50	130.03	119.41	129.55	122.00
JPY/THB	3.48	3.42	3.49	3.38	3.42
JPY/BRL	28.02	30.27	27.05	28.24	28.16

#### ■Trends in International Food Products (Seasoning & Processed Foods and Frozen Foods) \*

Percentages are rounded off





April-Sept. 2019, Sales in Five Stars and Frozen Foods (Overseas)

Thailand; approx. THB 17.0 billion (+2% on LC basis\*, +5% on JPY basis) \*Breakdown; Seasonings +4%, Processed foods; +1% Indonesia; approx. IDR 2,918.2 billion (+13% on LC basis, +11% on JPY basis)

Vietnam; approx. VND 3,072.9 billion (-20% on LC basis, -22% on JPY basis)

Brazil; approx. BRL 0.54 billion (+1% on LC basis, -4% on JPY basis) Phillippines; approx. PHP 4.2 billion (+14% on LC basis, +14% on JPY basis)

Frozen foods (Overseas) Segment; +0% on LC basis, -1% on JPY basis

#### Ajinomoto Co., Inc. Consolidated Results Interim period ended September 30, 2019@

#### **■**Consolidated Results by Segments

Japan Food Products

(¥ Billio

(¥ Billion)

Japan i Jour i Tourcia								(+ Dillion)
	April-Sept. 2019	April-Sept. 2018	Change	July-Sept. 2019	July-Sept. 2018	Change	Revised forecast	Progress
Sales	180.1	180.9	-0.7	91.6	92.7	-1.0	381.2	47%
Seasonings & processed foods	90.5	90.9	*1 -0.4	47.1	47.0	0.1	197.4	45%
Frozen foods (Japan)	49.4	49.3	*2 0.0	24.9	25.4	-0.5	96.9	51%
Coffee products	40.1	40.6	*3 -0.4	19.6	20.2	-0.6	86.7	46%
Business profit	14.7	12.4	*4 2.3	7.5	7.0	0.5	28.6	51%
Seasonings & processed foods	14.0	14.5	-0.4	7.4	7.5	-0.1		-
Frozen foods (Japan)	3.4	1.8	1.5	1.8	1.4	0.4	-	-
Coffee products	3.0	1.7	1.2	0.9	0.7	0.1	-	-
Shared companywide expenses	-5.6	-5.7	0.0	-2.5	-2.6	0.1	-12.5	44%

Comments hereafter are for the Apr.-Sept. period. Factors leading to year-on-year increases and decreases are listed in order, from the largest to the smallest.

- 1 Despite increased sales in home-use, sales in restaurant and industrial-use decreased compared with the previous year due to lower sales in the bakery business. Overall, sales level with the previous year.
- \*2 Sales of the Gyoza series and fried rice continued strong, so home-use sales increased. Despite expansion of sales of major categories such as desserts and gyoza in restaurant and industrial-use, sales of some products decreased due to the effect of reduced sales promotion. Overall, sales level with the previous year.
- \*3 Despite increased sales of stick-type coffee and instant coffee, overall, sales decreased due to shrinking of the personal size liquid coffee business.
- \*4 Seasonings and processed foods (Japan): Despite sales being level with the previous year, overall profit decreased due to various expenses and expenses related to the acquisition of More Than Gourmet Holdings, Inc.

Frozen foods (Japan) :Large increase in profit primarily due to effect of increased sales in homeuse, effect of price increases in restaurant and industrial-use, and improvements in productivity. Coffee products: Large increase in profits due to increased sales of major products, lower costs, and the effective use of marketing expenses, despite decreased sales.

International Food Prod	ucts							(¥ Billion)
	April-Sept. 2019	April-Sept. 2018	Change	July-Sept. 2019	July-Sept. 2018	Change	Revised forecas	Progress
Sales	231.4	233.4	-1.9	116.6	118.1	-1.5	484.	0 47%
Seasonings & processed foods	144.0	145.4	*1 -1.3	73.1	73.1	-0.0	300.	0 48%
Frozen foods (Overseas)	53.6	54.4	*2 -0.8	26.8	27.8	-0.9	113.	3 47%
Umami seasonings for processed food mfrs. & sweeteners	33.7	33.5	*3 0.2	16.5	17.0	-0.5	70.	4 47%
Business profit	25.3	22.5	*4 2.7	9.7	11.9	-2.2	45.	3 56%
Frozen foods (Overseas)	1.2	-0.5	1.7	0.3	0.3	0.0	2.	4 50%
Shared companywide expenses	-7.0	-7.4	0.3	-3.4	-3.6	0.2	-15.	7 44%
10 11	·						l	

Seasonings & processed foods: Effect of currency translation> April-Sept. 2019; Sales -¥1.5 billion; Business profit -¥0.0 billion July-Sept. 2019; Sales -¥0.5 billion; Business profit ¥0.0 billion

Life Support

expenses

- Despite the effect of distribution inventory in Vietnam and currency translation (-¥1.5 billion), sales were level with the previous year primarily due to increased sales quantity at other affiliates and the
- \*2 Despite continued expansion of sales of Asian food products in North America and Europe, sales decreased due to the effect of currency translation and the sale of Amoy Food Ltd.
- \*3 Increased sales of umami seasonings for processed food manufacturers primarily due to increased unit sales price overseas.

Reference: Sales of umami seasonings for processed food mfrs. sales: ¥25.9 billion

\*4 Seasonings & processed foods (Overseas): Despite the effect of the previous year's price increases, decreased profit due to Promasidor Holdings Limited's impairment loss (-¥3.8 billion). Frozen foods (Overseas): Large increase in profit due to the effect of price increases and productivity improvements in the United States in the previous year. Umami seasonings for processed food manufacturers: Large increase in profit due to increased

Reference: Seasonings & processed foods +¥2.9 billion, Frozen foods +¥1.7 billion, Umami seasonings for processed food mfrs. +¥3.1 billion. Sweeteners +¥0.2 billion

Life Gupport								(+ Dillion)
	April-Sept. 2019	April-Sept. 2018	Change	July-Sept. 2019	July-Sept. 2018	Change	Revised forecast	Progress
Sales	47.4	54.3	-6.9	23.2	26.6	-3.4	94.2	50%
Animal nutrition	28.4	37.2	*1 -8.8	13.4	18.0	-4.6	56.5	50%
Specialty chemicals	17.7	16.1	*2 1.6	9.1	8.1	1.0	-	-
Other	1.2	0.9	0.2	0.5	0.4	0.1	-	-
Business profit	2.5	4.9	*3 -2.3	0.8	2.0	-1.2	2.1	122%
Animal nutrition	-2.4	1.0	-3.4	-1.8	-0.0	-1.7	-5.3	45%
Specialty chemicals	6.5	5.8	0.7	3.4	3.0	0.4	-	-
Other	-0.1	-0.3	0.2	-0.1	-0.2	0.0	-	-
Shared companywide expenses	-1.4	-1.5	0.1	-0.6	-0.7	0.0	-3.1	45%

- Large decrease in sales primarily due to the decrease in demand from the world-wide spread of African swine fever and the fall in sales prices.
- \*2 Increase in sales primarily due to strong sales of electronic materials.

sales and cost reductions.

\*3 Animal nutrition: Large decrease in profit accompanying large decrease in sales. Specialty chemicals: Increase in profit accompanying increase in sales.

Healthcare								(¥ Billion)
	April-Sept. 2019	April-Sept. 2018	Change	July-Sept. 2019	July-Sept. 2018	Change	Revised forecast	Progress
Sales	66.1	64.9	1.1	32.8	30.6	2.1	150.7	43%
Amino acids	46.2	43.4	*1 2.7	22.5	19.7	2.7	-	-
Other	19.9	21.4	*2 -1.5	10.2	10.9	-0.6	-	-
Business profit	4.5	3.8	0.7	2.2	1.8	0.3	13.0	35%
Amino acids	5.5	4.6	*3 0.8	2.7	2.2	0.5	-	-
Other	1.3	1.2	*4 0.0	0.5	0.6	-0.0	-	-
Shared companywide	-2.2	-2.0	-0.1	-1.0	-0.9	-0.1	-5.0	44%

\*1 Increase in sales primarily due to increased sales of amino acids for pharmaceuticals and foods.

Reference: Amino acids for pharmaceuticals and foods +¥2.5 billion, Pharmaceutical custom manufacturing +¥0.2 billion

- \*2 Large decrease in sales primarily due to decrease in year-on-year sales of fundamental foods and personal care ingredients
- \*3 Despite decrease in profit in pharmaceutical custom manufacturing, large increase in profit accompanying increase in sales of amino acids for pharmaceuticals and foods.

Reference: Amino acids for pharmaceuticals and foods +¥1.3 billion, Pharmaceutical custom manufacturing -¥0.5 billion

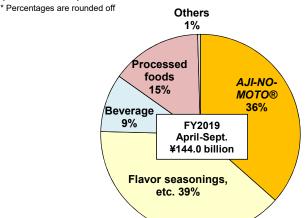
\*4 Profit was level year-on-year despite decrease in sales

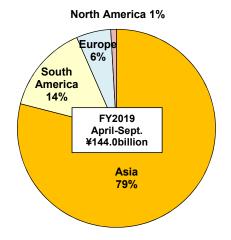
C	Other									(¥ Billion)
		April-Sept. 2019	April-Sept. 2018	Ch	ange	July-Sept. 2019	July-Sept. 2018	Change	Revised forecast	Progress
S	Sales	13.5	12.8	*1	0.7	7.4	6.7	0.7	28.4	47%
E	Business profit	0.8	0.8	*2	-0.0	-0.1	-0.1	0.0	-1.0	-
	Shared companywide expenses	-1.0	-1.2		0.1	-0.4	-0.5	0.0	-2.3	44%

- \*1 Increase in sales primarily due to service-related business increasing year-on-year.
- \*2 Level with the previous year.

# Ajinomoto Co., Inc. Consolidated Results Interim period ended September 30, 2019③

(Reference 1) Trends in International Food Products (Seasoning & Processed Foods) \*





## (Reference 2) Results by Business & Geographical Area

(¥ Billion)

Sales	Japan		Asia		Americas		Euro	pe	Total	
Japan Food	175.5	(-0.9)	1.9	(0.0)	1.6	(0.1)	0.9	(-0.0)	180.1	(-0.7)
Products	176.5		1.9		1.4		1.0		180.9	
International Food	7.4	(0.0)	121.8	(-0.3)	83.2	(-1.1)	18.9	(-0.5)	231.4	(-1.9)
Products	7.3		122.2		84.3		19.4		233.4	
Life Support	18.9	(1.8)	3.8	(-2.3)	13.5	(-3.5)	11.0	(-2.9)	47.4	(-6.9)
Life Support	17.0		6.2		17.0		14.0		54.3	
Healthcare	25.6	(-1.6)	1.9	(0.0)	16.2	(1.7)	22.2	(1.0)	66.1	(1.1)
пеаннсаге	27.3		1.9		14.4		21.2		64.9	
Other	7.0	(0.6)	6.4	(0.1)	-	-	-	-	13.5	(0.7)
Other	6.4		6.3		-		-		12.8	
Total	234.6	(-0.0)	136.1	(-2.6)	114.6	(-2.6)	53.3	(-2.4)	538.7	(-7.7)
TOLAT	234.6		138.7		117.2		55.7		546.4	

Upper row; April-Sept. 2019, lower row; April-Sept. 2018. Figures in parentheses represent Y o Y change.

(¥ Billion)

Business profit	Japa	n	Asia	1	Ameri	cas	Euro	pe	Othe	er	Tota	ıl
Japan Food	18.8	(2.2)	1.3	(0.2)	-0.0	(-0.3)	0.2	(0.0)	-5.6	(0.1)	14.7	(2.3)
Products	16.6		1.0		0.2		0.2		-5.7		12.4	
International Food	1.2	(0.6)	25.9	(2.3)	7.8	(1.9)	-2.8	(-2.7)	-6.9	(0.5)	25.3	(2.7)
Products	0.6		23.5		5.8		-0.0		-7.5		22.5	
Life Cunnort	5.8	(0.6)	-0.6	(-0.5)	0.1	(-0.3)	-1.4	(-2.2)	-1.3	(0.2)	2.5	(-2.3)
Life Support	5.1		-0.0		0.5		0.8		-1.5		4.9	
Healthcare	1.2	(-0.9)	0.5	(0.2)	3.1	(0.6)	2.1	(0.7)	-2.4	(0.0)	4.5	(0.7)
пеаннсаге	2.1		0.2		2.4		1.4		-2.4		3.8	
Other	1.4	(-0.9)	0.3	(8.0)	-	-	0.0	(-0.0)	-1.0	(0.1)	0.8	(-0.0)
Other	2.3		-0.4		-		0.1		-1.2		0.8	
Shared	-8.2	(8.0)	-4.3	(0.1)	-3.2	(0.0)	-1.5	(0.0)	17.4	(-1.1)	_	_
companywide		(0.0)		(011)		(0.0)		(0.0)		,,		
expenses, etc.	-9.1		-4.5		-3.2		-1.6		18.5		-	
Total	20.3	(2.5)	23.1	(3.3)	7.9	(2.0)	-3.3	(-4.3)	-	-	48.0	(3.4)
iotai	17.8		19.8	·	5.9		1.0		-		44.5	

Upper row; April-Sept. 2019, lower row; April-Sept. 2018. Figures in parentheses represent Y o Y change.

•Forward-looking statements, such as business performance forecasts, made in these materials are based on management's estimates, assumptions and projections at the time of publication and do not represent a commitment from Ajinomoto Co., Inc. that they will be achieved. A number of factors could cause actual results to differ materially from expectations.

<sup>\*</sup> Includes shared companywide expenses and unrealized gains and losses etc.

<sup>·</sup>Unaudited figures are included in these materials for reference.

<sup>·</sup>Amounts presented in these materials are rounded down.

# Ajinomoto Co., Inc. Supplementary Materials for the Interim period ended September 30, 2019

Revised at Nov. 6, 2019

# **◆**Market & other information

(1) Estimated market share and position of main brands in the Japanese home-use products market by Ajinomoto Group (Cunsumer purchase basis)

Seasonings & processed foods

(¥ Billion)

								(1. 2
		FY2	017		FY2018		FY2	2019
Category	Brands	Market	Market share (rank)	Market size	Market share (rank)		Market size	Market share (rank)
		size			AprSept. 2018	FY2018	(Forecast)	AprSept. 2019
Umami seasonings	AJI-NO-MOTO®, Hi-Me®	5.6	90%(1)	5.4	90%(1)	90%(1)	5.2	91%(1)
Japanese flavor seasonings	HONDASHI®	37.6	58%(1)	36.4	57%(1)	57%(1)	35.3	57%(1)
Consomme	Ajinomoto KK Consomme	12.1	81%(1)	11.8	80%(1)	81%(1)	12.0	80%(1)
Soup	Knorr®	94.0	38%(1)	95.0	35%(1)	38%(1)	97.0	36%(1)
Mayonnaise	Pure Select®	53.4	26%(2)	53.6	26%(2)	26%(2)	53.1	27%(2)
Menu seasonings	Cook Do®,	77.9	30%(1)	79.5	32%(1)	31%(1)	80.3	33%(1)
Menu seasonings	Cook Do® Kyo-no Ohzara®	11.9	3076(1)	79.5	3270(1)	3170(1)	60.3	3376(1)

#### Frozen Foods

			FY2017			FY2018	FY2019		
Category		Brands	Market	Market share	Market	Market share (rank)		Market size	Market share (rank)
			size	(rank)	size	AprSept. 2018	FY2018	(Forecast)	AprSept. 2019
	Gyoza	Gyoza, etc.	44.6	48%(1)	46.7	49%(1)	49%(1)	Approx. +5%	49%(1)

#### Coffee products

		FY2	017		FY2018		FY2	019
Category	Brands	Market	Market share	Market	Market sha	share(rank) Market		Market share (rank)
		size	(rank)	size	AprSept. 2018	FY2018	(Forecast)	AprSept. 2019
Instant (jar)	Blendy®, MAXIM®	38.7	5%(3)	37.1	5%(3)	5%(3)	35.6	5%(3)
Instant (refill-type)	Blendy®, MAXIM®	28.1	41%(2)	27.7	41%(2)	40%(2)	27.1	41%(2)
Stick-type	Blendy® Stick , Blendy® CAFÉ LAORY® Stick	32.6	59%(1)	32.8	58%(1)	58%(1)	33.8	57%(1)
Home regular	Chyotto Zeitakuna Kohiten®	24.0	16%(3)	23.6	15%(3)	16%(3)	23.1	16%(3)
Personal regular	Blendy® Drip,	19.9	13%(3)	20.3	13%(3)	13%(3)	20.9	13%(3)
reisonal regular	Chyotto Zeitakuna Kohiten® Drip	19.9	13%(3)	20.3	13%(3)	13%(3)	20.9	13%(3)

# (2) Ratio of sales for home-use products/restaurant and industrial-use products in Japanese market\*1 (¥ Billion)

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		FY2017	AprSept. 2018	FY2018	AprSept. 2019
Seasonings	Sales	190.2	90.9	191.0	90.5
&	Home-use products	54%	51%	54%	52%
processed foods*2	Restaurant and industrial-use products	46%	49%	46%	48%
	Sales	99.8	48.6	96.5	48.7
Frozen foods*3	Home-use products	56%	55%	54%	57%
	Restaurant and industrial-use products	44%	45%	46%	43%
	Sales	96.4	42.2	90.9	41.7
Coffee products*4	Home-use products	75%	72%	75%	70%
	Restaurant and industrial-use products	25%	28%	25%	30%

<sup>\*1:</sup>Percentages are round off.

## (3) Estimated market size and share of Asian/Ethnic Frozen Foods Category in North America by Ajinomoto Group

	FY2017	FY2018	FY201 (Forecast)
Market size (Million USD)*1	643	655	Approx. +4%~5%
Ajinomoto Foods North America, Inc.	30%(1)	33%(1)	-

<sup>\*1</sup> Excluding sales to warehouse clubs and private brands

<sup>\*2:</sup> Seasonings & processed foods for restaurant and industrial-use products, seasonings for processed food manufacturers (savory seasonings and enzyme preparations), delicatessens and bakery products.

<sup>\*3:</sup> Figures are for Ajinomoto Frozen Foods Co., Inc. only, and from FY2019, net sales is listed and figures for past fiscal years have been revised.

<sup>\*4:</sup> Figures for Ajinomoto AGF, Inc. only.

#### (4) Estimated demand for MSG and nucleotides by Ajinomoto Group

(Thousand MT)

		FY2	017		FY2018			
	China	Other	Total	Market share	China	Other	Total	Market share
MSG	1,640	1,570	3,210*1	approx. 20%	1,660	1,600	3,260*2	approx. 20%
Nucleotides	=	-	49	approx. 30%	-	ı	54	approx. 25%

<sup>\*1</sup> Home-use: a little under 60%, industrial-use: a little over 40%

# (5) Estimated market size of amino acid-based sweetener, aspartame by Ajinomoto Grou $(Thousand\ MT)$

	FY2	017	FY2	018	FY2019 (Forecast)		
	Size	Share	Size	Share	Size	Share	
Aspartame	approx. 26.0	nearly. 30%	approx. 28.0	nearly. 30%	approx. 29.0	-	

#### (6) Estimated market price and market size of feed-use amino acids by Ajinomoto Group

		FY2017	AprSept. 2018	FY2018	AprJune 2019	AprSept. 2019	2H-FY2019 (forecast)*2	FY2019 (Forecast)*2
Spread (US\$/ST	)*1	195	210	195	170	165	150-200	150-200
Market Price	Lysine	1.40	1.40	1.40	1.35	1.35	approx. 1.25	approx. 1.30
(US\$/kg, CIF main port	Threonine	1.70	1.55	1.55	1.55	1.55	approx. 1.50	approx. 1.50
basis)	Tryptophan	11.00	11.00	9.50	7.50	7.00	approx. 6.50	approx. 6.50
	Lysine	approx. 2,400	/	approx. 2,600				
	Market share	approx. 15%		approx. 10%				
Market size	Threonine	approx. 640		approx.700				
(Thousand MT)	Market share	approx. 20%		approx. 10%				
	Tryptophan	approx. 37		approx. 41				
	Market share	approx. 25%	/	approx. 25%		/		

<sup>\*1</sup> The price difference between soybean meal and corn on the Chicago Board of Trade (CBOT)

## **♦Information by Business segment**

(1) Depreciation

(¥ Billion)

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	FY2017	1H-FY2018	FY2018	1H-FY2019	FY2019 (Forecast)
Japan Foods Products	12.2	6.4	13.1	6.1	13.9
International Food Products	19.6	9.8	20.1	9.9	22.0
Life Support	6.3	2.7	5.3	2.5	6.3
Healthcare	7.2	3.7	7.3	4.2	10.2
Other	1.1	1.1	1.3	2.1	1.6
All Company	4.2	2.1	5.1	1.6	5.8
Total	50.9	25.9	52.4	26.7	59.8

## (2) Capital Expenditure/Investment (Inc. acquisition of intangible assets)

(¥ Billion)

	FY2017	1H-FY2018	FY2018	1H-FY2019	FY2019 (Forecast)
Japan Foods Products	16.8	7.8	19.7	10.6	27.3
International Food Products	31.1	7.9	27.4	11.9	29.7
Life Support	6.6	2.3	5.6	1.8	5.0
Healthcare	16.0	5.3	16.1	4.5	13.4
Other	3.2	1.1	1.3	0.4	4.8
All Company	5.5	4.0	9.1	1.8	1.3
Total	79.4	28.7	79.6	31.3	81.5

# (3) R&D Expenses

(¥ Billion)

(3) K&D Expenses					(¥ Billion)
	FY2017	1H-FY2018	FY2018	1H-FY2019	FY2019 (Forecast)
Japan Foods Products	3.4	1.7	3.5	1.7	4.1
International Food Products	3.7	1.8	3.6	1.8	3.9
Life Support	5.2	2.7	5.4	2.3	4.7
Healthcare	2.5	1.5	2.9	1.8	3.9
Other	0.8	0.1	0.2	0.1	0.3
All Company	11.9	6.2	12.0	6.0	11.8
Total	27.8	14.2	27.8	13.8	28.7

<sup>\*2</sup> Home-use: a little under 60%, industrial-use: a little over 40%

<sup>\*2</sup> Due to the effect of African swine fever there are many uncertain factors regarding the market size, making it difficult to forecast the market. For these reasons we are not disclosing information.