

(¥ Billion)

Consumer Foods	FY2019 Forecast	FY2018 Results	YoY Change	9M-FY2018 Results	1H-FY2018 Results	Q1-FY2018 Results	FY2017 Results	FY2016 Results	Reasons for YoY Change or Main Measures
Sales	871.6	856.7	14.8	647.2	414.3	203.4	848.8	819.4	<p>Japan Food Products: Increase in sales of seasonings & processed foods expected: from home-use, expanded sales of major products; and from restaurant and industrial-use, working to resolve issues with customers. Sales of frozen foods on par with the previous fiscal year expected: from home-use, strengthened sales promotion primarily for the Gyoza series and fried rice products which are major products; and from restaurant and industrial-use, expanded sales of desserts. Sales of coffee products overall on par with the previous fiscal year expected: from home-use, below the previous fiscal year due to discontinuation of some products; and from restaurant and industrial-use, increase due to strengthening initiatives.</p> <p>International Food Products: Increase in sales of seasonings & processed foods expected due to the effect of raising prices in the previous fiscal year in addition to stable growth of seasonings. Decrease in sales of frozen foods expected due to the effect of the sale of Amoy Food Limited and the reduction of unprofitable items despite continued expansion of Asian frozen food products. Increase in sales of umami seasonings for processed food manufacturers expected primarily due to expanded sales overseas, and also increased sales of sweeteners. (Reference) Umami seasonings for processed food manufacturers: FY2019 forecast: ¥52.1B; FY2018 result: ¥51.4B</p> <p>Japan Food Products: Expect decrease in profit from seasonings & processed foods compared to the previous year due to the effect of various expenses despite strong expansion of business. Increase in profit from frozen foods expected: from expanded sales of major home-use and restaurant and industrial-use products; and from the spread of increased prices of major restaurant and industrial-use products. Decrease in profit from coffee products expected primarily due to the effect of discontinuation of some products.</p> <p>International Food Products: Increase in profit from increased sales of seasonings & processed foods expected. Increase in profit from frozen foods due to structural reform. Decrease in profit from umami seasonings for processed food manufacturers expected primarily due to the effect of trade exchange. (Reference) Forecast ¥0.3B decrease in profit is from umami seasonings for processed foods manufacturers</p>
Japan Food Products	381.2	375.0	6.1	286.6	180.9	88.1	384.1	390.4	
Seasonings & processed foods	197.4	191.0	6.4	145.7	90.9	43.9	190.2	191.7	
Frozen foods (Japan)	96.9	97.3	▲ 0.3	74.1	49.3	23.8	100.8	98.7	
Coffee products	86.7	87.6	▲ 0.9	67.4	40.6	20.3	93.0	99.9	
International Food Products	490.4	481.6	8.7	360.6	233.4	115.2	464.7	428.9	
Seasonings & processed foods	308.5	298.9	9.6	222.9	145.4	72.2	293.1	265.3	
Frozen foods (Overseas)	113.3	115.3	▲ 1.9	86.8	54.4	26.6	106.2	98.4	
Umami seasonings for processed food mfrs. and Sweeteners	68.3	67.4	0.9	50.8	33.5	16.4	65.2	65.2	
Business profit *1	75.2	72.2	2.9	58.8	35.0	16.0	80.3	82.5	
Japan Food Products	28.6	29.8	▲ 1.2	25.6	12.4	5.3	38.8	40.8	
Seasonings & processed foods		32.5	▲ 1.0	26.5	14.5	6.9	34.8	35.6	
Frozen foods (Japan)		4.1	1.0	3.1	1.8	0.4	7.8	8.4	
Coffee products		5.0	▲ 0.5	4.6	1.7	0.9	7.8	8.4	
Shared companywide expenses	▲ 12.6	▲ 11.9	▲ 0.7	▲ 8.6	▲ 5.7	▲ 3.0	▲ 11.6	▲ 11.6	
International Food Products	46.6	42.3	4.2	33.1	22.5	10.6	41.4	41.7	
Seasonings & processed foods			4.1						
Frozen foods (Overseas)	2.4	1.2	1.1	0.5	▲ 0.5	▲ 0.8	2.3	5.4	
Umami seasonings for processed food mfrs. and Sweeteners			▲ 0.3						
Shared companywide expenses	▲ 15.6	▲ 14.8	▲ 0.7	▲ 10.5	▲ 7.4	▲ 3.7	▲ 15.2	▲ 13.9	

Amino Science	FY2019 Forecast	FY2018 Results	YoY Change	9M-FY2018 Results	1H-FY2018 Results	Q1-FY2018 Results	FY2017 Results	FY2016 Results	Reasons for YoY Change or Main Measures
Sales	271.0	243.2	27.7	178.4	119.3	61.9	238.5	213.6	<p>Life Support: Increase in sales of animal nutrition expected due to increase sales volume. Increase in sales of specialty chemicals expected due to continued good sales for the electronic materials business.</p> <p>Healthcare: Increase in sales of amino acids for pharmaceuticals and foods expected due to increase in sales volume. Increase in sales of pharmaceutical custom manufacturing expected due to expanded sales in all regions of Japan, Europe and the U.S. Increase in sales from other expected primarily due to increased sales in personal care ingredients and sports nutrition businesses.</p> <p>Life Support: Increase in profit from animal nutrition expected due to increased sales. Increase in profit from specialty chemicals expected due to increased sales.</p> <p>Healthcare: Increase in profit of amino acids for pharmaceuticals and foods, and pharmaceutical custom manufacturing expected due to increased sales.</p>
Life Support	120.3	107.9	12.3	82.5	54.3	27.6	118.5	114.0	
Animal nutrition	82.6	72.6	9.9	55.7	37.2	19.1	87.0	78.4	
Specialty chemicals		32.7	2.0	25.0	16.1	7.9	29.1	33.8	
Other		2.4	0.5	1.7	0.9	0.5	2.3	1.8	
Healthcare	150.7	135.3	15.3	95.9	64.9	34.2	119.9	99.5	
Amino acids		94.0	11.0	64.1	43.4	23.7	79.2	71.2	
Amino acids for pharmaceuticals and foods		42.5		30.5	20.5	11.0	36.5	35.5	
Pharmaceutical custom manufacturing		51.5		33.5	23.0	13.0	43.0	35.5	
Other		41.2	4.0	31.7	21.4	10.5	40.6	28.3	
Business profit *1	22.8	21.6	1.1	15.0	8.7	4.7	17.4	14.0	
Life Support	9.8	9.5	0.2	7.6	4.9	2.8	8.0	4.4	
Animal nutrition	2.3	1.9	0.4	1.2	1.0	1.0	3.0	0.6	
Specialty chemicals		11.5	0.5	9.1	5.8	2.7	9.4	8.4	
Other		▲ 0.6	▲ 0.5	▲ 0.4	▲ 0.3	▲ 0.1	▲ 0.7	▲ 0.9	
Shared companywide expenses	▲ 3.1	▲ 3.2	0.0	▲ 2.2	▲ 1.5	▲ 0.8	▲ 3.6	▲ 3.6	
Healthcare	13.0	12.0	0.9	7.4	3.8	1.9	9.3	9.5	
Amino acids		12.5	2.5	7.8	4.6	2.4	9.0	10.5	
Amino acids for pharmaceuticals and foods									
Pharmaceutical custom manufacturing									
Other		4.0	▲ 1.0	2.5	1.2	0.6	4.2	2.1	
Shared companywide expenses	▲ 5.0	▲ 4.4	▲ 0.6	▲ 2.9	▲ 2.0	▲ 1.1	▲ 3.8	▲ 3.0	

Other	FY2019 Forecast	FY2018 Results	YoY Change	9M-FY2018 Results	1H-FY2018 Results	Q1-FY2018 Results	FY2017 Results	FY2016 Results	Reasons for YoY Change or Main Measures
Sales	28.4	27.4	0.9	20.7	12.8	6.0	27.3	58.1	
Business profit *1	▲ 1.0	▲ 1.2	0.2	0.3	0.8	0.9	▲ 2.1	0.2	
Shared companywide expenses	▲ 2.3	▲ 2.6	0.2	▲ 1.8	▲ 1.2	▲ 0.6	▲ 2.2	▲ 3.2	

Consolidated	FY2019 Forecast	FY2018 Results	YoY Change	9M-FY2018 Results	1H-FY2018 Results	Q1-FY2018 Results	FY2017 Results	FY2016 Results	Reasons for YoY Change or Main Measures
Sales	1,171.0	1,127.4	43.5	846.4	546.4	271.4	1,114.7	1,091.1	
Business profit *1	97.0	92.6	4.3	74.2	44.5	21.7	95.6	96.8	

Notes: Nondisclosure
(Italic) Approximation

*1 A profit indicator defined by Ajinomoto for administrative purposes
Sales - Cost of sales - Selling expenses, Research & development expenses and General & administrative expenses + Share of profit of associates and joint ventures

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