January 31, 2013
:revised

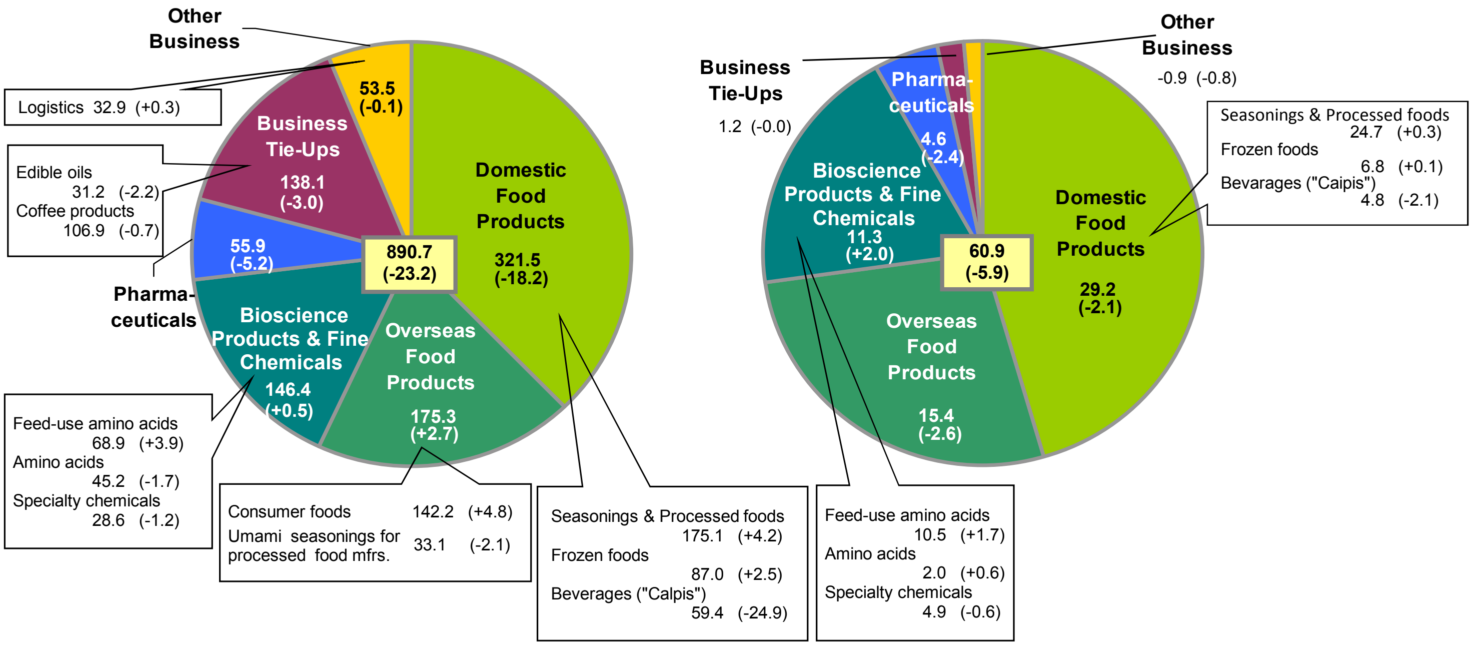
Ajinomoto Co., Inc.
Third quarter-FY2012 Market and other information

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.

1. Breakdown by Business Segment

(Billion Yen, figures in parenthesis represent YoY change)

Net Sales 890.7 Billon Yen **Operating Income 60.9 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, HON-DASHI, Cook Do, Knorr Cup Soup, Ajinomoto KK Consomme, Pure Select Mayonnaise, Kellogg's,* 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), *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 fine chemicals: custom synthetic intermediates for anti-virus, anti-cancer and anti-hypertensive drugs etc., active ingredients for generics, natural extracts
	Specialty chemicals	Cosmetic ingredients: *Amisoft* (surfactants) Cosmetics: *Jino* Electronic materials: *ABF* (insulation film for build-up printed wiring board)
Pharmaceuticals	Prescription drugs and Medical foods	Prescription drugs: Clinical nutrition (*SOLITA-T, PNTWIN*) /Gastrointestinal diseases (*LIVACT, ELENTAL),* Metabolic diseases, etc. (*ATELEC, FASTIC, ACTONEL*) Medical foods: *MEDIF, IMPACT* (domestic)
Business Tie-Ups	Edible oils	Home use products of J-OIL MILLS, INC., such as *Salad Oil, Kenko Sarara, Oleic Acid Tappuri Safflower Oil*
	Coffee products	Products of Ajinomoto General Foods, Inc. such as *MAXIM, Blendy*
	*Operating income of edible oils and coffee products is the total of sales commissions of about 1% of net sales (Ajinomoto Co., Inc. is the these products) minus expenses.	
Other Business	-	Wellness: Fundamental foods (*Glyna, Capsiate Natura*), Functional foods (*amino VITAL*), Medical foods *Sales of medical foods are in large part included in pharmaceuticals segment. Other: Logistics, Service, others

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

3. Domestic Food Products

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

Category	Brands	FY2011 Market	FY2011 Ajinomoto's %(rank)** 1H-FY2011	FY2011 Ajinomoto's %(rank)** FY2011	FY2012 Market	FY2012 Ajinomoto's %(rank)** 1H-FY2012
Umami seasonings	*AJI-NO-MOTO, Hi-Me*	7.8	81%(1)	80%(1)	7.6	83%(1)
Japanese flavor seasonings	*HON-DASHI*	41.7	43%(1)	44%(1)	41.3	46%(1)
Consomme	*Ajinomoto KK Consomme*	13.0	65%(1)	66%(1)	13.1	68%(1)
Soup	*Knorr*	85.5	34%(1)	39%(1)	86.3	35%(1)
Mayonnaise and mayonnaise-type dressings	*Pure Select*	43.2	26%(2)	26%(2)	43.2	27%(2)
Seasonings for Chinese dishes	*Cook Do*	34.0	37%(1)	37%(1)	33.5	38%(1)

* Consumer purchase basis

** Database of Ajinomoto's %(rank) is mainly indivisual in households constructed by two or more persons and a single-person

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

		1H-FY2011	Apr.-Dec. FY2011	FY2011	1H-FY2012	Apr.-Dec. FY2012
Seasonings and Processed foods	Sales	107.5	170.9	221.5	110.2	175.1
	Home use*1	59%	60%	60%	59%	60%
	Restaurant and institutional use*2	41%	40%	40%	41%	40%
Frozen foods	Sales for Japanese market	51.0	77.9	102.5	52.4	79.9
	Home use	62%	61%	62%	63%	63%
	Restaurant and institutional use	38%	39%	38%	37%	37%

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

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

4. Overseas Food Products

Estimated demand for MSG and nucleotides (Thousand MT)

	FY2010 China	FY2010 Other	FY2010 Total	FY2010 Ajinomoto's %	FY2011 China	FY2011 Other	FY2011 Total	FY2011 Ajinomoto's %
MSG	1,200	1,290	2,490 *1	approx.25%	1,260	1,340	2,600 *2	approx.25%
Nucleotides	-	-	27	approx.40%	-	-	31	approx.35%
			*1 retail: 1,340, industrial use: 1,150				*2 retail: 1,400, industrial use: 1,200	

5.Bioscience Products & Fine Chemicals

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

		FY2009	FY2010	Q3-FY2011	FY2011	1H-FY2012	Q3-FY2012	Q4-FY2012 (est.)**	FY2012 (est.)**
Spread (US$/ST)*		170	140	80	95	215	190	approx.160	approx. 195
Market Price (US$/kg, CIF main port basis)	Lysine	1.60	2.00	2.45	2.35	2.20	2.20	approx.2.10	approx. 2.15
	Threonine	2.25	2.55	2.40	2.45	2.15	2.50	approx.2.35	approx. 2.25
	Tryptophan	23	23	14	15	11	32	approx.32	approx. 22
Market size (Thousand MT)	Lysine	1,465	1,580		1,700				approx. 2,000
	Ajinomoto's%	approx. 23%	approx. 20%		approx. 20%				approx. 20%
	Threonine	190	245		270				approx. 310
	Ajinomoto's%	approx. 50%	approx. 35%		approx. 30%				approx. 30%
	Tryptophan	4.5	4.8		6.0				approx. 9.5
	Ajinomoto's%	approx. 70%	approx. 55%		approx. 40%				approx. 45%

* 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 :Update

	FY2010 Market	FY2010 Ajinomoto's%	FY2011 Market	FY2011 Ajinomoto's%	FY2012(est.) Market	FY2012(est.) Ajinomoto's%
Aspartame (Thousand MT)	23.0-24.0	35-40%	approx. 24.5	approx. 35%	approx. 25.0	30-35%

6. Pharmaceuticals

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

Field	Main Products	Launch Date	Indication or Formulation	Marketing Company	FY2011	Apr.-Dec. 2012	Y/Y %
Clinical nutrition, Gastro-intestinal diseases	*LIVACT*	May 1996	Amino acid formula for treatment of liver cirrhosis	AJINOMOTO PHARMACUETICALS CO., LTD.	15.6	11.6	95%
	ELENTAL	Sept. 1981	Elemental diet	AJINOMOTO PHARMACUETICALS CO., LTD.	7.8	5.9	99%
	CARBOSTAR	June 2007	Artificial kidney dialysate	AJINOMOTO PHARMACUETICALS CO., LTD.	5.2	4.9	126%
	SOLITA-T	Feb. 1962	Electrolyte solution	AJINOMOTO PHARMACUETICALS CO., LTD.	4.3	3.1	92%
	Heparin	Apr. 1972	Anticoagulant	AJINOMOTO PHARMACUETICALS CO., LTD.	2.3	1.8	103%
	NIFLEC	June 1992	Oral cleaning solution for the intestine	AJINOMOTO PHARMACUETICALS CO., LTD.	2.2	1.8	106%
	PNTWIN	Dec. 1993	Glucose, electrolyte and amino acid infusion	AJINOMOTO PHARMACUETICALS CO., LTD.	2.0	1.3	85%
	LOWHEPA	Nov. 1996	Anticoagulant	AJINOMOTO PHARMACUETICALS CO., LTD.	1.9	1.1	76%
	TWINPAL	Sept. 2004	Peripheral infusion with glucose, electrolyte and amino acids	AJINOMOTO PHARMACUETICALS CO., LTD.	1.5	0.9	83%
	HEPAN ED	Sept. 1991	Elemental diet for hepatic failure	AJINOMOTO PHARMACUETICALS CO., LTD.	1.0	0.7	92%
Metabolic deseases, etc.	*ATELEC*	Dec. 1995	Long-acting calcium channel blocker	Mochida Pharmaceutical Co., Ltd.	17.0	11.8	88%
	ACTONEL	May 2002	Osteoporosis treatment	Eisai Co., Ltd.	14.1	9.0	81%
	FASTIC	Aug. 1999	Fast-acting postprandial hypoglycemic agent	Mochida Pharmaceutical Co., Ltd.	3.9	1.9	61%

* NHI (National Health Insurance) reimbursement price basis. Effect of NHI drug price revision implemented: April 2010 approx.-6%, April 2012 approx.-6%

(2) Development Pipeline

January, 2013

	Name	Development Status	Indication	Note
Gastrointestinal diseases	AJM300	Phase II	Ulcerative colitis	
	AJG501	Phase III	Ulcerative colitis	In-license (Dr. Falk Pharma)
	AJA777	Phase II	Functional dyspepsia	
	MOVIPREP	Approved	Bowel preparation prior to colonoscopy and colon surgery	In-license (Norgine) code:AJG522
	AJG511	Phase II	Ulcerative colitis	In-license (Dr. Falk Pharma)
Metabolic diseases	AJH801	NDA	Hypertension	
	ACTONEL	Approved	Osteoporosis	Additional formulation / Monthly administration
	FASTIC	Phase III	Type 2 Diabetes Mellitus	Combination therapy with DPP-4 inhibitor

(3) Newly Launched Products after January, 2012

January, 2013

Field	Name	Launch	Indication or Classification	Note
Parenteral Infusions	*RINACETO*	February, 2012	Extracellular fluid replacement solution Ringer's acetate solution containing glucose	Additional container size (200 mL)