

# Ajinomoto Co., Inc.

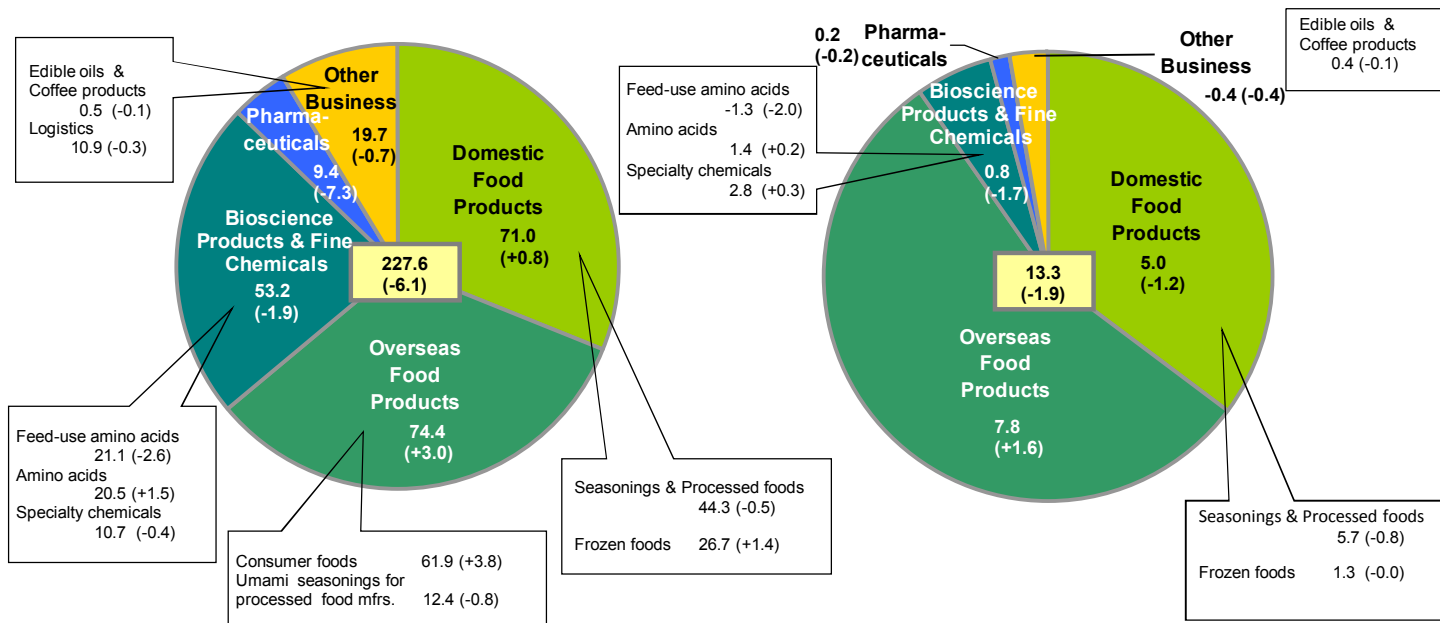
## First quarter-FY2014 Market and other information

### 1. Breakdown by Business Segment\*1

(Billion Yen, figures in parenthesis represent YoY change)

**Net Sales 227.6 Billion Yen**

**Operating Income 13.3 Billion Yen**



\*1 The following changes in accounting policies from FY2014.  
Sales promotion discounts paid to customers to expand sales are deducted from net sales.  
(Figures for FY2012 and subsequent fiscal years have been restated.)

### 2. Breakdown of Each Business Segment

| Segment                              | Business                                  | Main Brands/Products  |
|--------------------------------------|---|---|
| Domestic Food Products               | Seasonings and Processed foods            | Home use: <i>AJI-NO-MOTO</i> , <i>HONDASHI</i> , <i>Cook Do</i> , <i>Knorr Cup Soup</i> , <i>Ajinomoto KK Consomme</i> , <i>Pure Select Mayonnaise</i> , various Gift sets<br>Restaurant and industrial use: seasonings and processed foods for restaurant use, Seasonings for processed food manufacturers*(savory seasonings, enzyme <i>ACTIVA</i> ), Delicatessens and Bakery products<br><small>*Overseas sales are included in domestic food products segment.</small> |
|                                      | Frozen foods                              | <i>Gyoza</i> (Chinese dumpling), <i>Yawaraka Wakadori Kara-Age</i> (fried chicken), <i>Ebi shumai</i> (shrimp dumpling), <i>Yoshokutei Hamburg</i> (hamburg steak)  |
| Overseas Food Products               | Consumer foods (mainly home use)          | <i>AJI-NO-MOTO</i> (outside Japan), <i>Ros Dee</i> (flavor seasoning/Thailand), <i>Masako</i> (flavor seasoning/Indonesia), <i>Aji-ngon</i> (flavor seasoning/Vietnam), <i>Sazon</i> (flavor seasoning/Brazil), <i>AMOY</i> (Chinese ethnic sauce/Hong Kong), <i>YumYum</i> (instant noodles/Thailand), <i>Birdy</i> (coffee beverage/Thailand), <i>Birdy 3in1</i> (powdered drink/Thailand), <i>CRISPY FRY</i> (Menu-specific seasonings/Philippines)                      |
|                                      | Umami seasonings for processed food mfrs. | <i>AJI-NO-MOTO</i> and nucleotides for processed food manufacturers<br><small>*Domestic sales are also included in overseas food products segment.</small>  |
| Bioscience Products & Fine Chemicals | Feed-use amino acids                      | Lysine, Threonine, Tryptophan   |
|                                      | Amino acids                               | Amino acids for pharmaceuticals and foods: Arginine, Glutamine, Valine (ex. for infusion, for beverages)<br>Amino acid-based sweeteners: Aspartame, overseas retail sweetener products, <i>PAL SWEET</i><br>Pharmaceutical Custom Manufacturing*2: anti-cancer drugs, auto immune disease, anti-AIDS drugs, active ingredients for generics, natural extracts, etc.   |
|                                      | Specialty chemicals                       | Cosmetic ingredients: <i>Amisoft</i> , <i>Amilite (mild surfactant)</i> , <i>Ajidew (humectant)</i><br>Cosmetics: Jino<br>Electronic materials: <i>ABF</i> (insulation film for build-up printed wiring board)  |
| Pharmaceuticals                      | Prescription drugs                        | Prescription drugs*1: Gastrointestinal diseases ( <i>LIVACT</i> , <i>ELENTAL</i> , <i>MOVIPREP</i> ), <i>Metabolic diseases</i> , etc. ( <i>ATELEC</i> , <i>FASTIC</i> , <i>ACTONEL</i> , <i>ATEDIO</i> )   |
| Other Business                       | -   | Wellness: Fundamental foods ( <i>Glyna</i> , <i>Capsiate Natura</i> ), Functional foods ( <i>amino VITAL</i> ), Medical foods ( <i>MEDIF</i> , <i>IMPACT</i> )<br>Other: Logistics, Edible oils & Coffee products, Service, others  |

\*1 On July 1, 2013, AJINOMOTO PHARMACEUTICALS CO., LTD. spins off infusion and dialysis products (*SOLITA-T*, *PNTWIN*, etc.) into AY PHARMACEUTICALS CO., LTD.

### 3. Domestic Food Products

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

(Billion Yen)

| Category                                 | Brands   | FY2012 |                      | FY2013 |                      | FY2014        |
|--|--|--------|----------------------|--------|----------------------|---------------|
|  |  | Market | Ajinomoto's % (rank) | Market | Ajinomoto's % (rank) | Market (est.) |
| Umami seasonings                         | <i>AJI-NO-MOTO, Hi-Me</i>                      | 6.9    | 93%(1)               | 6.9    | 92%(1)               | 6.3           |
| Japanese flavor seasonings               | <i>HONDASHI</i>                                | 40.2   | 56%(1)               | 41.9   | 57%(1)               | 41.1          |
| Consomme                                 | <i>Ajinomoto KK Consomme</i>                   | 12.7   | 66%(1)               | 12.5   | 65%(1)               | 12.5          |
| Soup                                     | <i>Knorr</i>                                   | 83.5   | 38%(1)               | 86.2   | 37%(1)               | 87.4          |
| Mayonnaise and mayonnaise-type dressings | <i>Pure Select</i>                             | 48.1   | 28%(2)               | 48.0   | 28%(2)               | 46.2          |
| Menu seasonings                          | <i>Cook Do</i><br><i>Cook Do Kyo-no Ohzara</i> | 77.3   | 26%(1)               | 78.6   | 28%(1)               | 79.4          |

Figures have changed due to revision of data.

\* Consumer purchase basis

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

(Billion Yen)

|                                  |                                    | FY2012 | 1Q-FY2013 | FY2013 | 1Q-FY2014 |
|----------------------------------|------------------------------------|--------|-----------|--------|-----------|
| Seasonings and Processed foods*1 | Sales                              | 195.7  | 44.8      | 196.2  | 44.3      |
|                                  | Home use*2                         | 54%    | 50%       | 53%    | 49%       |
| Frozen foods                     | Restaurant and institutional use*3 | 46%    | 50%       | 47%    | 51%       |
|                                  | Sales for Japanese market*4        | 110.0  | 27.5      | 112.4  | 28.2      |
| Frozen foods                     | Home use                           | 63%    | 64%       | 62%    | 62%       |
|                                  | Restaurant and institutional use   | 37%    | 36%       | 38%    | 38%       |

\*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 Sales for Japanese market are total sales.

### 4. Overseas Food Products

Estimated demand for MSG and nucleotides

(Thousand MT)

|             | FY2012 |       |          |               | FY2013 |       |          |               |
|-------------|--------|-------|----------|---------------|--------|-------|----------|---------------|
|             | China  | Other | Total    | Ajinomoto's % | China  | Other | Total    | Ajinomoto's % |
| MSG         | 1,500  | 1,380 | 2,880 *1 | approx.20%    | 1,540  | 1,420 | 2,960 *2 | approx.20%    |
| Nucleotides | -      | -     | 34       | approx.35%    | -      | -     | 37       | approx.30%    |

\*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

|   |              | FY2011      | FY2012      | 1Q-FY2013 | FY2013      | 1Q-FY2014 | 1H-FY2014 (est.)*2 | FY2014 (est.)*2 |
|---|--------------|-------------|-------------|-----------|-------------|-----------|--------------------|-----------------|
| Spread (US\$/ST)*1                          |              | 95          | 190         | 195       | 255         | 310       | approx. 300        | approx. 200     |
| Market Price (US\$/kg, CIF main port basis) | Lysine       | 2.35        | 2.15        | 1.75      | 1.60        | 1.30      | approx. 1.35       | approx. 1.45    |
|   | Threonine    | 2.45        | 2.30        | 2.20      | 2.05        | 2.00      | approx. 2.10       | approx. 2.10    |
|   | Tryptophan   | 15          | 17          | 16        | 15          | 15        | approx. 16         | approx. 16      |
| Market size (Thousand MT)                   | Lysine       | 1,700       | 1,950       |           | 2,100       |           |                    | approx. 2,200   |
|   | Ajinomoto's% | approx. 20% | approx. 20% |           | 15-20%      |           |                    | approx. 15%     |
|   | Threonine    | 270         | 330         |           | 400         |           |                    | approx. 430     |
|   | Ajinomoto's% | approx. 30% | approx. 30% |           | approx. 30% |           |                    | approx. 30%     |
| Tryptophan                                  |              | 6           | 9           |           | 14          |           |                    | approx. 20      |
|   | Ajinomoto's% | approx. 40% | approx. 45% |           | approx. 35% |           |                    | approx. 25%     |

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

\*2 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

|                         | FY2012      |              | FY2013      |              | FY2014(est.) |              |
|-------------------------|-------------|--------------|-------------|--------------|--------------|--------------|
|                         | Market      | Ajinomoto's% | Market      | Ajinomoto's% | Market       | Ajinomoto's% |
| Aspartame (Thousand MT) | approx.24.5 | approx.30%   | approx.25.0 | approx.30%   | approx.25.0  | approx.30%   |

### 6. Pharmaceuticals

(1) Sales\* of main products (AJINOMOTO PHARMACEUTICALS CO., LTD. estimate)

(Billion Yen)

| Field                      | Main Products   | Launch Date | Indication or Formulation                                     | Marketing Company                   | FY2013 | Q1-2014 | Y/Y % |
|----------------------------|-----------------|-------------|---|-------------------------------------|--------|---------|-------|
| Gastro-intestinal diseases | <i>LIVACT</i>   | May 1996    | Amino acid formula for treatment of liver cirrhosis           | AJINOMOTO PHARMACEUTICALS CO., LTD. | 14.8   | 3.5     | 94%   |
|                            | <i>ELENTAL</i>  | Sept. 1981  | Elemental diet  | AJINOMOTO PHARMACEUTICALS CO., LTD. | 7.7    | 1.9     | 98%   |
|                            | <i>MARZUREN</i> | July 2012   | Antigastritis and anti-ulcer drugs                            | AJINOMOTO PHARMACEUTICALS CO., LTD. | 3.5    | 0.8     | 84%   |
|                            | <i>MOVIPREP</i> | June 2013   | Bowel preparation prior to colonoscopy and colon surgery      | AJINOMOTO PHARMACEUTICALS CO., LTD. | 0.8    | 0.5     | 1113% |
|                            | <i>NIFLEC</i>   | June 1992   | Oral cleaning solution for the intestine                      | AJINOMOTO PHARMACEUTICALS CO., LTD. | 2.2    | 0.4     | 71%   |
| Metabolic diseases, etc.   | <i>HEPAN ED</i> | Sept. 1991  | Elemental   | AJINOMOTO PHARMACEUTICALS CO., LTD. | 0.9    | 0.2     | 90%   |
|                            | <i>ATELEC</i>   | Dec. 1995   | Long-acting calcium channel blocker                           | Mochida Pharmaceutical Co., Ltd.    | 14.6   | 3.2     | 84%   |
|                            | <i>ACTONEL</i>  | May 2002    | Osteoporosis treatment  | Eisai Co., Ltd.                     | 10.0   | 2.2     | 86%   |
|                            | <i>FASTIC</i>   | Aug. 1999   | Fast-acting postprandial antihypoglycemic agent               | Mochida Pharmaceutical Co., Ltd.    | 1.8    | 0.4     | 75%   |
|                            | <i>ATEDIO</i>   | May 2014    | selective AT1 receptor blocker/long-acting calcium antagonist | Mochida Pharmaceutical Co., Ltd.    | -      | 0.3     | -     |

\* NHI (National Health Insurance) reimbursement price basis. Effect of NHI drug price revision implemented: April 2014 approx. -6%

## (2) Development Pipeline

July, 2014

|                           | Name          | Development Status | Indication               | Note                                     |
|---------------------------|---------------|--------------------|--------------------------|--|
| Gastrointestinal diseases | AJG511        | Phase II           | Ulcerative colitis       | In-license (Dr. Falk Pharma)             |
|                           | AJM300        | Phase II           | Ulcerative colitis       |  |
|                           | <i>FASTIC</i> | NDA                | Type 2 Diabetes Mellitus | Combination therapy with DPP-4 inhibitor |

## (3) Newly Launched Products after July, 2013

July, 2014

| Field                     | Name          | Launch         | Indication or Classification                        | Note   |
|---------------------------|---------------|----------------|---|--|
| Gastrointestinal diseases | <i>LIVACT</i> | July, 2013     | Amino acid formula for treatment of liver cirrhosis | Additional formulation / Jellies for oral administration |
| Metabolic diseases        | <i>ATELEC</i> | December, 2013 | Hypertension  | Additional formulation / 20mg Tablet                     |
|                           | <i>ATEDIO</i> | May, 2014      | Hypertension  | Valsartan/Cilnidipine combination tablet                 |

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.