

# Ajinomoto Co., Inc.

# Consolidated Results

Third Quarter Ended December 31, 2015

This document has been translated from the original Japanese as a guide for non-Japanese investors. It contains forward-looking statements based on a number of assumptions and beliefs made by management in light of information currently available. Actual financial results may differ materially depending on a number of factors, including changing economic conditions, legislative and regulatory developments, delay in new product launches, and pricing and product initiatives of competitors.



¥67.30

# SUMMARY OF FINANCIAL STATEMENTS (Consolidated)

Third quarter results for the year ending March 31, 2016

Ajinomoto Co., Inc. January 29, 2016

Stock Code: 2802 Listed exchanges: Tokyo

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Scheduled date of submission of quarterly February 5, 2016 Finance Department report:

Creation of supplementary quarterly Telephone: 813 5250-8161 results materials: Yes

Scheduled date of payment of dividend: Quarterly results briefing: Nο

N/A

Millions of yen, rounded down

# 1. Consolidated Financial Results for the Nine Months Ended December 31, 2015

	Nine months ende	ed December 31,	Nine months ended December 31,		
	2015 2014			4	
		Change %	nange %		
Net sales	903,248	23.5	731,443	2.6	
Operating income	80,166	49.7	53,559	6.1	
Ordinary income	84,046	40.5	59,830	5.9	
Profit attributable to owners of parent	80,870	103.0	39,843	8.2	

¥137.03

Notes: "Change %" indicates the percentage change compared to the same period of the previous fiscal year.

Comprehensive income:

Earnings per share (¥)..... Fully diluted earnings per share (¥) .....

1) Consolidated Operating Results

Nine months ended December 31, 2015 ¥63,366 million (-39.4%) Nine months ended December 31, 2014 ¥104,569 million (49.8%)

# 2) Financial Position

Millions of yen, rounded down

	As of December 31, 2015	As of March 31, 2015
Total assets	1,291,260	1,255,090
Net assets	759,771	743,489
Shareholders' equity ratio (%)	53.2%	53.3%
Book value per share (¥)	¥1,180.86	¥1,131.41

Reference: Total equity As of December 31, 2015: ¥686,384 million As of March 31, 2015: ¥669,576 million

# 2. Dividends

_	FY ended March 31, 2015	FY ending March 31, 2016	FY ending March 31, 2016 (forecast)
Dividend per share	·	·	,
Interim	¥10.00	¥13.00	¥-
Year-end	¥14.00	¥-	¥13.00
Annual	¥24.00	¥-	¥26.00

Note: Revisions to dividend forecasts in the period under review: None

<sup>\*</sup>Total equity = Shareholders' equity plus total accumulated other comprehensive income



# 3. Forecast for the Fiscal Year Ending March 31, 2016

Millions of yen, rounded down

	FY end	ding		
	March 31, 2016			
		Change (%)		
Net sales	1,263,000	25.5		
Operating income	86,000	15.4		
Ordinary income	89,000	7.5		
Profit attributable to owners of parent	67,500	45.2		
Earnings per share	¥114.72	-		

<sup>&</sup>quot;Change %" indicates the percentage change compared to the previous fiscal year. Note: Revisions to consolidated earnings forecasts in the period under review: No

Note: In the nine-month period under review, operating income was ¥80,166 million, as against the full-year earnings forecast of ¥86,000 million, i.e. 93.2% of the full-year earnings forecast. It thus shows a strong performance with the full-year forecast being achieved in all likelihood. Furthermore, FY2016 target operating income of ¥91,000 million stated in the FY2014-2016 Medium-Term Management Plan is now expected to be achieved in this fiscal year, one year earlier than planned, and be possibly exceeded.

In the fourth quarter of the fiscal year ending March 2016, extraordinary expenses or losses are expected to be incurred in relation to the business structure reinforcement for pharmaceuticals and other challenged business areas. The impact of these initiatives on our performance is currently being reviewed and collected and therefore, no revisions shall be made at this moment to the earnings forecasts.

Projection of each item of earnings forecast is to be closely reviewed going forward, and shall be duly reported upon completion of the review.

#### Notes:

1) **Transfer of important subsidiaries during the period** (transfer of specified subsidiaries resulting in changes in the scope of consolidation): Yes

Newly consolidated: 1 company (Ajinomoto General Foods, Inc.)

Removed from scope of consolidation: 2 company (Windsor Quality Holdings, LP, Ajinomoto Sweeteners Europe S.A.S.)

Note: For more information, see page 9, "2. SUMMARY INFORMATION (NOTES) (1) Transfer of important subsidiaries in the nine-month period under review."

2) Adoption of special accounting methods for preparation of quarterly financial statements: Yes

Note: For more information, see page 9, "2. SUMMARY INFORMATION (NOTES) (2) Adoption of special accounting methods for preparation of quarterly financial statements."

- 3) Changes in accounting policy, changes in accounting estimates, and retrospective restatements
  - (1) Changes in line with revision to accounting standards: Yes
  - (2) Other changes: None
  - (3) Changes in accounting estimates: None
  - (4) Retrospective restatements: None

Note: For more information, see page 9, "2. SUMMARY INFORMATION (NOTES) (3) Changes in accounting policy, changes in accounting estimates, and retrospective restatements" for details.

## 4) Number of shares outstanding (ordinary shares)

(1) Number of shares outstanding at end of period (including treasury shares):

December 31, 2015: 594,470,654 shares; March 31, 2015: 594,470,654 shares

(2) Number of treasury shares at end of period

December 31, 2015: 13,209,962 shares; March 31, 2015: 2,663,656 shares

(3) Average number of shares during period

April 1, 2015 to December 31, 2015: 590,171,632 shares; April 1, 2014 to December 31, 2014: 592,035,226 shares

This quarterly *kessan tanshin* document is outside the scope of quarterly review procedures based on the Financial Instruments and Exchange Act. As of the time of its disclosure, quarterly review procedures with respect to the quarterly financial statements were in the process of being implemented.

<sup>\*</sup>Status of implementation of quarterly review procedures

<sup>\*</sup>Forward-looking statements, such as business forecasts, made in these financial statements are based on management's estimates, assumptions and projections at the time of publication. A number of factors could cause actual results to differ materially from expectations.



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### 1. QUALITATIVE INFORMATION ON NINE-MONTH PERIOD CONSOLIDATED RESULTS

In accordance with the Accounting Standard for Business Combinations (Accounting Standards Board of Japan (ASBJ) Statement No. 21 of September 13, 2013), the Ajinomoto Group ("the Group") has replaced the term 'net income' with 'profit attributable to owners of parent' from the first quarter of the current fiscal year (April 1, 2015 to March 31, 2016).

# (1) Explanation of operating results

During the nine-month period under review (April 1, 2015 to December 31, 2015), the global economy as a whole was in a moderate recovery, led by improving conditions in the United States and a gradual rebound in Europe, but countered to some extent by slowdowns in the economies of China and other emerging countries.

The Japanese economy showed some weakness in exports and production but remained on a moderate recovery track, supported by continued improvement in employment and a firm undertone in personal consumption.

In this environment, Ajinomoto is implementing its 2014–2016 Medium-Term Management Plan with the goal of becoming a "Genuine Global Specialty Company". Under this plan, the Company is striving to "Advance Growth Drivers" and "Reinforce the Business Structure" by pursuing specialty businesses, while also endeavoring to "Build a Stronger Management Foundation" to guide the Company over the longer term.

Consolidated sales for the nine months of the fiscal year increased 23.5%, or ¥171.8 billion, to ¥903.2 billion. The gain primarily reflects overseas growth in sales of seasonings and processed foods on a local currency basis and inclusion of two additional companies in the scope of consolidation: Windsor Quality Holdings, LP (now Ajinomoto Windsor, Inc.; hereafter "Windsor"), a U.S. frozen foods manufacturer and distributor that was acquired on November 5, 2014, through the acquisition of all outstanding shares; and Ajinomoto General Foods, Inc. (hereafter "AGF"), whose shares were acquired on April 23, 2015. Operating income increased 49.7%, or ¥26.6 billion, to ¥80.1 billion, boosted by a large increase in income from overseas seasonings and processed foods, the consolidation of AGF, and other factors. Ordinary income increased 40.5%, or ¥24.2 billion, to ¥84.0 billion.

Profit attributable to owners of parent increased 103.0%, or ¥41.0 billion, to ¥80.8 billion. The increase includes a gain on sale of shares in affiliated companies of ¥24.8 billion posted in extraordinary gain resulting from the sale of the Company's entire equity stake in Nissin-Ajinomoto Alimentos Ltda., an affiliated instant noodle joint venture company in Brazil, as well as an extraordinary gain of ¥18.0 billion realized as a valuation gain (gain on step acquisitions) upon the revaluation of equity interest in AGF held prior to the acquisition of additional shares in April 2015 to their market value at the time of the additional acquisition. These extraordinary gains offset a ¥6.5 billion loss on liquidation of subsidiaries related to the sale of shares of a French subsidiary engaged in production and sale of sweeteners as part of the Company's effort to consolidate and realign group companies.

# Consolidated operating results by segment

Results for individual business segments are summarized below.

From the first quarter of the current fiscal year, reporting segments have been changed, and results for the same periods of the previous fiscal year have been restated to match the new segment classifications following this change.



Billions of yen, rounded down

	Net sales	YoY change -	YoY change -	Operating	YoY change -	YoY change -
		Amount	percent	income	amount	percent
Japan Food Products	301.0	81.6	137.2%	27.5	8.1	142.4%
International Food Products	354.6	84.5	131.3%	35.2	11.2	147.1%
Life Support	110.6	2.1	102.0%	10.8	2.6	132.5%
Healthcare	95.4	10.5	112.5%	5.8	3.9	305.9%
Other Business	41.3	(7.0)	85.4%	0.7	0.5	407.7%
Total	903.2	171.8	123.5%	80.1	26.6	149.7%

Note: Domestic and international sales of *ACTIVA*® products to food processing companies, and savory seasonings are included in Japan food products. Domestic and international sales of *AJI-NO-MOTO*® for the food processing industry and nucleotides and sweeteners are included in International food products.

# 1) Japan Food Products Segment

Japan Food Products segment sales increased 37.2%, or ¥81.6 billion, to ¥301.0 billion, due to growth in sales of seasonings and processed foods as well as the inclusion of AGF in the scope of consolidation. Operating income expanded 42.4%, or ¥8.1 billion, to ¥27.5 billion, mainly owing to the same two factors that supported the growth in segment sales.

**Seasonings and processed foods:** In the retail market for seasonings and processed foods, declines in sales of our umami seasoning *AJI-NO-MOTO®* and the Chinese menu seasoning *Cook Do®* were more than offset by higher sales of other products, including *Knorr® Cup Soup*, which benefited from TV advertising and related marketing initiatives, *and Toss Sala®*, a powdered salad dressing with toppings. As a result, overall sales of our retail seasonings and processed foods increased year on year.

Sales of commercial seasonings and processed foods also increased over the previous year's result, led by growing sales of seasoning products for restaurant use supported by growth in our functional food products that enhance texture and quality and draw out the flavors of rice and meat. Sales of *ACTIVA®*, a food enzyme (transglutaminase), and of savory seasonings products also increased, reflecting strong sales in Japan and overseas.

As a result of the above, overall domestic sales of seasonings and processed foods increased from the previous year's level.

**Frozen foods:** In the retail market, sales of *Gyoza* and *Yawaraka Wakadori Kara-Age* both rose above previous-year levels, while *THE CHA-HAN* (fried rice), a new autumn season rice dish, enjoyed strong sales. However, sales of frozen foods used in box lunches, such as *Ebi Yose Fry* (shrimp fry), were lower than in the previous year. As a result, overall retail market sales were flat year on year.

Sales of frozen foods targeted at the commercial market increased year on year on stronger sales of chicken and gyoza products.

As a result of the above, overall domestic sales of frozen foods increased year on year.

**Coffee products:** Owing to the consolidation of AGF from this fiscal year, sales of AGF coffee products are now included in the Japan Food Products segment.



In the retail market, sales of 3-in-1 and regular coffee products increased. Instant coffee sales were also strong during the period under review.

Sales of commercial-use products also increased, supported by a substantial increase in sales to major customers.

# 2) International Food Products Segment

International Food Products segment sales increased 31.3%, or ¥84.5 billion, to ¥354.6 billion, owing to the inclusion of Windsor's sales in consolidated results and to growth in sales of overseas seasonings and processed foods and of umami seasonings and sweeteners for processed food manufacturers. Operating income increased 47.1%, or ¥11.2 billion, to ¥35.2 billion, reflecting the profit impact from increased sales of the aforementioned products, etc.

**Seasonings and processed foods:** In Asia, sales of our umami seasoning *AJI-NO-MOTO*® increased in Vietnam, the Philippines, Thailand, and Indonesia. Sales of *RosDee*®, flavor seasonings and instant noodles in Thailand also increased, as did in Indonesia with much higher sales of *Masako*®, flavor seasonings year on year. Sales of these products and a positive impact from exchange rate fluctuations supported the overall growth in sales of our seasonings and processed foods in the Asian region.

In the Americas, region-wide sales decreased as the negative effect of exchange rate fluctuations offset growth in sales on a local currency basis of such products as the flavor seasoning *Sazón*® in Brazil.

In Europe and Africa, higher sales of *AJI-NO-MOTO®* in Africa on a local currency basis and other factors supported an overall increase in region-wide sales.

As a result of the above, overseas sales of our seasonings and processed foods increased year on year during the first nine months of the fiscal year.

**Frozen foods:** Overseas sales of frozen foods increased substantially, boosted by the inclusion of Windsor's sales in consolidated results and by strong growth in sales of rice products and noodles products, such as yakisoba, in North America.

Umami seasonings for processed food manufacturers and sweeteners: Sales of *AJI-NO-MOTO*® to the food processing industry increased as we succeeded in raising unit prices and expanding sales volumes in Japan and overseas.

Sales of nucleotides decreased owing to a large decline in sales volumes in overseas markets, while sales volume in Japan was largely flat year-on-year.

Sales of sweeteners remained on par with the same period of the previous year as strong growth in sales volumes of aspartame to food processors offset a large decline in sales in South America of powdered juice *RefrescoMID*®, with the fall in the latter's sales largely due to the impact of exchange rate fluctuations.

Overall, international sales of umami seasonings and sweeteners to processed food manufacturers increased year on year.

# 3) Life Support Segment

Life Support segment sales rose 2.0% or ¥2.1 billion to ¥110.6 billion, on increased sales of animal nutrition products and specialty chemicals. Operating income increased 32.5%, or ¥2.6 billion, to ¥10.8 billion, with a large increase in profits on animal nutrition products supplemented by higher profits on specialty chemicals.

Animal nutrition: Sales of Lysine were largely the same as a year earlier, as higher sales prices due to a positive



exchange rate impact offset lower sales volume. Threonine sales increased, buoyed by higher sales prices and a positive exchange rate impact amid flat year-on-year sales volume. Tryptophan sales fell sharply as a large decrease in unit price outweighed an increase in sales volume. Sales of specialty products, such as Valine, were up year on year.

Overall, sales of animal nutrition products were higher than in the same period of the previous year.

**Specialty chemicals:** Sales of cosmetics ingredients largely increased in Japan and overseas. However, sales of insulation film for build-up printed wiring board used in computers decreased.

Nonetheless, overall sales of our specialty chemicals were up year on year.

### 4) Healthcare Segment

Healthcare segment sales increased 12.5% or ¥10.5 billion to ¥95.4 billion, as we achieved growth in sales of our pharmaceutical custom manufacturing services, amino acids for pharmaceuticals and foods, and pharmaceutical products. Operating income expanded 205.9%, or ¥3.9 billion, to ¥5.8 billion, as we succeeded in increasing profit from our pharmaceutical custom manufacturing service, pharmaceutical products, and amino acids for pharmaceuticals and foods.

**Amino acids:** We achieved a year-on-year increase in sales of our amino acids for pharmaceuticals and foods, as lower sales in Japan were offset by a large increase in overseas sales, partially owing to the favorable exchange rate translation. Meanwhile, our pharmaceutical custom manufacturing achieved strong sales growth on a sharp increase in demand for services in North America, Europe, and Japan.

As a result, overall sales of amino acids increased significantly year on year.

**Pharmaceuticals:** Sales of self-distributed products increased as strong growth in sales of *MOVIPREP®*, an orally ingested intestinal cleansing solution, outweighed the drop in sales of our branched-chain amino acid formula *LIVACT®*, which felt the impact of stiff competition from generics and other rival products.

Sales of products sold through business tie-ups also increased, as strong sales of risedronate, including the osteoporosis treatment *ACTONEL®*, offset a sharp decline in sales of antihypertensive calcium channel blocker *ATELEC®*, which felt the impact of stiff competition from generic drugs and other rival products.

As a result of the above, overall sales of pharmaceuticals increased over the previous-year level.

#### 5) Other Business

Other Business sales fell 14.6%, or  $\pm$ 7.0 billion, to  $\pm$ 41.3 billion, but operating income improved, expanding 307.7%, or  $\pm$ 0.5 billion, to  $\pm$ 0.7 billion.

# (2) Explanation of financial position

As of December 31, 2015, total assets stood at ¥1,291.2 billion, ¥36.1 billion higher than the ¥1,255.0 billion recorded at the end of the previous fiscal year. The increase is primarily due to the inclusion of AGF in the scope of consolidation from the first quarter of the current fiscal year. However, the positive impact from AGF was partially offset by the negative impact of foreign exchange translations on the yen-value of assets of overseas subsidiaries.

Total liabilities increased ¥19.8 billion to ¥531.4 billion, compared with ¥511.6 billion at the end of the previous fiscal year. Interest-bearing debt amounted to ¥234.7 billion, up ¥23.1 billion from the end of the previous fiscal year.

Net assets increased ¥16.2 billion from the end of the previous fiscal year, as the increase in retained earnings more than covered the cost of share buybacks and the negative impact of foreign exchange translation adjustments.



As of December 31, 2015, shareholders' equity, which is net assets minus non-controlling interests, amounted to ¥686.3 billion, and the shareholders' equity ratio was 53.2%.

#### (3) Explanation of consolidated earnings forecasts

For more information, see page 3, "SUMMARY OF FINANCIAL STATEMENTS (Consolidated) 3. Forecast for the Fiscal Year Ending March 31, 2016."

## 2. SUMMARY INFORMATION (NOTES)

# (1) Transfer of important subsidiaries in the nine-month period under review: :

(Japan food products segment)

On April 23, 2015, the Company acquired all shares in Ajinomoto General Foods, Inc. (AGF) previously held by Kraft Foods Holdings Singapore Pte, an affiliate of Mondelēz International Inc. Including indirect holdings, the ratio of voting rights held by the Company is now 100%. Accordingly, AGF is now designated as a consolidated subsidiary of the Company. Furthermore, AGF is a specified subsidiary of the Ajinomoto Group.

# (International food products segment)

On April 1, 2015, an absorption-type merger was conducted, in which Ajinomoto Windsor, Inc., a consolidated subsidiary of the Company, was the surviving company in a merger with Windsor Quality Holdings, LP. Following this, Windsor Quality Holdings, LP no longer exists as a specified subsidiary of the Company.

On October 15, 2015, the Company transferred all issued and outstanding shares of Ajinomoto Sweeteners Europe S.A.S. of France, a wholly owned subsidiary of the Company, to HYET Holding B.V. of the Netherlands. Following this, Ajinomoto Sweeteners Europe no longer exists as a specified subsidiary of the Company. Based on the content of the share-transfer agreement et al., Ajinomoto Sweeteners Europe is no longer under the effective control of the Company and therefore has been excluded from the scope of consolidation from the end of the second quarter of the current fiscal year.

# (2) Adoption of special accounting methods for preparation of quarterly financial statements:

Method of estimating tax expenses

The Company and its consolidated subsidiaries estimate tax expenses by making a reasonable estimation of the effective tax rate on net income before income taxes after the application of tax effect accounting for the fiscal year, including the nine-month period under review, and applying this rate to net income before income taxes for the nine-month period under review. However, for the Company and any subsidiaries for which calculating tax expenses using an estimation of the effective tax rate would significantly lack rationality, tax expenses are estimated by using the statutory effective tax rate and factoring in material additions or deductions.

# (3) Changes in accounting policy, changes in accounting estimates, and retrospective restatements:

# Changes in accounting policy

# Adoption of accounting standards related to business combinations

The Accounting Standard for Business Combinations (Accounting Standards Board of Japan (ASBJ) Statement No.21) of September 13, 2013, the Accounting Standard for Consolidated Financial Statements (ASBJ Statement No.22) of September 13, 2013, and the Accounting Standard for Business Divestitures (ASBJ Statement No.7) of September 13, 2013, have been applied from the first quarter of the current fiscal year. Differences arising from changes in holdings of equity-method subsidiaries in cases where the parent company continues to have control are now recorded in capital surplus, and expenses related to business mergers are now treated as expenses in the consolidated financial statements for the year in which they arise. For business



combinations which occur after the beginning of the first quarter of the current fiscal year, in cases where provisional accounting treatments are confirmed, any adjustment to the allocation of acquisition cost resulting from the confirmation must be reflected in the quarterly consolidated financial statements for the quarter in which the business combination occurred. Additionally, a change in presentation has been made to 'net income', and the previous account of 'minority interests' has changed to 'non-controlling interests'. To reflect these changes in presentation, certain items in the consolidated financial statements for the nine-month period of the previous fiscal year and the previous fiscal year, have been reclassified.

The Company has adopted these accounting standards from the beginning of the nine-month period under review, in accordance with transitional treatment based on Article 58-2 (4) of the Accounting Standard for Business Combinations, Article 44-5 (4) of the Accounting standard for Consolidated Financial Statements, and Article 57-4 (4) of the Accounting Standard for Business Divestitures.

As a result, operating income for the nine-month period under review is ¥141 million higher, and ordinary income and income before income taxes are each ¥131 million higher. Capital surplus at the end of nine-month period under review is ¥ 402 million lower.



# 3. CONSOLIDATED NINE-MONTH PERIOD FINANCIAL STATEMENTS

# (1) Consolidated balance sheet

Millions of yen, rounded down

	As of end of third quarter (December 31, 2015)	As of end of previous fiscal year (March 31, 2015)
Assets		
Current assets		
Cash on hand and in banks	175,792	168,294
Notes and accounts receivable	209,425	202,980
Marketable securities	-	608
Goods and products	126,332	117,297
Goods in process	9,369	8,871
Raw materials and supplies	57,503	57,493
Deferred tax assets	11,646	8,706
Other	36,886	44,959
Allowance for doubtful accounts	(1,225)	(1,291)
Total current assets	625,730	607,919
Fixed assets		
Tangible fixed assets		
Buildings and structures	379,019	377,948
Accumulated depreciation and		
accumulated impairment losses	(230,180)	(229,556)
Net buildings and structures	148,839	148,391
Machinery and vehicles	625,553	609,015
Accumulated depreciation and		
accumulated impairment losses	(468,890)	(456,824)
Net machinery and vehicles	156,663	152,191
Land	54,454	47,583
Construction in progress	17,936	19,819
Other	77,236	76,677
Accumulated depreciation and		
accumulated impairment losses	(61,782)	(61,395)
Net other	15,453	15,282
Total tangible fixed assets	393,347	383,269
Intangible fixed assets		
Goodwill	100,188	71,396
Other	45,799	49,259
Total intangible fixed assets	145,988	120,656
Investments and other assets		
Investment in securities	107,380	125,440
Long-term loans receivable	2,086	2,820
Deferred tax assets	3,567	3,986
Net defined benefit assets	2,335	698
Other	11,450	10,784
Allowance for doubtful accounts	(330)	(299)
Allowance for investment losses	(295)	(186)
Total investment and other assets	126,194	143,244
Total fixed assets	665,529	647,170
	1,291,260	
Total Assets	1,291,200	1,255,090



(Continued)

Millions of yen, rounded down

_	Millions of yen, I	
	As of end of third quarter (December 31, 2015)	As of end of previous fiscal year (March 31, 2015)
Liabilities	(2000)	(101011 01, 2010)
Current liabilities		
Notes and accounts payable	99,041	114,488
Short-term borrowings	16,316	87,191
Commercial paper	15,000	15,000
Current portion of bonds		15.000
Current portion of long-term debt	26,193	18,677
Accrued income taxes	19,392	7,725
Bonus reserve	6,311	7,601
Bonus reserve for directors and others	242	420
	52	
Provision for shareholder benefit program	98,250	200 92,288
Other  Total current liabilities	280,801	
	200,001	358,594
Long-term liabilities	10.005	40.004
Corporate bonds	19,995 155,430	19,994 54,152
Long-term borrowings		
Deferred tax liabilities	13,882	13,028
Accrued retirement benefits for directors	429	427
and others	669	564
Provision for loss on guarantees		
Allowance for environmental measures	1,557	648
Liability for retirement benefits	37,518	43,631
Asset retirement obligations	591	509
Other	20,612	20,048
Total long-term liabilities	250,686	153,006
Total liabilities	531,488	511,600
Net assets		
Shareholders' equity		
Common stock	79,863	79,863
Capital surplus	53,323	53,725
Retained earnings	600,101	536,170
	(33,612)	
Treasury stock	699,676	(4,070)
Total shareholders' equity	099,070	665,689
Accumulated other comprehensive income (loss)		
Unrealized holding gain on securities	25,888	22,783
Unrealized gain (loss) from hedging		22,100
instruments	(384)	223
Translation adjustments	(26,309)	(4,655)
Accumulated adjustments for retirement	(20,000)	(1,000)
benefits	(12,484)	(14,465)
Total accumulated other	•	<u> </u>
comprehensive income (loss)	(13,291)	3,886
Non-controlling interests	73,386	73,913
Total net assets	759,771	743,489
Total Liabilities and Net Assets	1,291,260	1,255,090



# (2) Consolidated statement of income and consolidated statement of comprehensive income Consolidated statement of income

Millions of yen, rounded down

	Nine-month period (April 1, 2015 to December 31, 2015)	Nine-month period (April 1, 2014 to December 31, 2014)
	December 61, 2616)	December 61, 2011)
Net sales	903,248	731,443
Cost of sales	582,268	479,993
Gross profit	320,979	251,449
Selling, general and administrative expenses	240,812	197,889
Operating income	80,166	53,559
Non-operating income		
Interest income	2,105	2,090
Dividend income	1,205	1,096
Equity in earnings of non-consolidated subsidiaries and affiliates	1,504	4,020
Other	3,140	2,497
Total non-operating income	7,955	9,705
Non-operating expenses		
Interest expense	1,668	1,601
Other	2,406	1,833
Total non-operating expenses	4,074	3,434
Ordinary income	84,046	59,830
Extraordinary gains		
Insurance proceeds	24,872	-
Gain on step acquisitions	18,027	-
Gain on bad debts recovered	-	577
Other	1,043	1,678
Total extraordinary income	43,943	2,255
Extraordinary losses		
Loss on retirement of fixed assets	1,037	850
Loss on liquidation of subsidiaries	6,600	-
Other	3,123	988
Total extraordinary losses	10,761	1,838
Net income before income taxes	117,228	60,247
Income taxes	28,049	14,029
Net income	89,179	46,218
Profit attributable to non-controlling interests	8,308	6,374
Profit attributable to owners of parent	80,870	39,843



# Consolidated statement of comprehensive income

	Millions of yen, rounded down		
	Nine-month period	Nine-month period	
	(April 1, 2015 to	(April 1, 2014 to	
	December 31, 2015)	December 31, 2014)	
Net income	89,179	46,218	
Other comprehensive income			
Unrealized holding gain on securities	3,106	5,028	
Unrealized gain (loss) from hedging instruments	(355)	177	
Translation adjustments	(33,728)	48,884	
Adjustments for retirement benefits	2,132	2,751	
Share of other comprehensive income of equity-method	3,033	1,508	
affiliates			
Total other comprehensive income	(25,812)	58,350	
Comprehensive income	63,366	104,569	
(Breakdown)			
Comprehensive income attributable to owners of parent	61,090	90,485	
Comprehensive income attributable to non-controlling	2,276	14,084	
interests			



# (3) Notes to the consolidated financial statements

# Notes regarding premise of a going concern

No applicable items.

# Notes regarding marked changes in amount of shareholders' equity

At its meeting on November 5, 2015, the Board of Directors resolved to repurchase shares of the Company in accordance with Article 156 of the Companies Act as applied pursuant to the provisions of Article 165, Paragraph 3, of the same law. Accordingly, the Company repurchased 10,503,000 shares of common stock at ¥29,423 million in the market via a trust bank during the period from November 6, 2015 to December 31, 2015.

# **Segment information**

# I. Nine-month period of the fiscal year ending March 31, 2016 (April 1, 2015 – December 31, 2015)

# 1. Information on sales and income or loss by reporting segment

Millions of yen, rounded down

	<u> </u>						
		Report	ing segment				
	Japan Food Products	International Food Products	Life Support	Healthcare	Other Business *	Adjustment amount	Consolidated
Sales							
(1) Sales to third parties	301,045	354,680	110,676	95,480	41,364	_	903,248
(2) Intra-group sales and transfers	1,853	4,434	1,936	1,729	41,164	(51,118)	_
Total sales	302,899	359,115	112,612	97,209	82,529	(51,118)	903,248
Segment income (loss) (Operating income (loss))	27,521	35,269	10,831	5,834	709	-	80,166

Notes: Other Business includes business tie-ups, the packaging business, the logistics business and other service businesses.

# 2. Asset information by business segment

The amount of assets in the Japan food products segment increased ¥92,609 million compared to the end of the previous fiscal year. This was primarily due to the acquisition of all shares in Ajinomoto General Foods, Inc. (AGF) previously held by Mondelēz International Inc. through its affiliate Kraft Foods Holdings Singapore Pte, and the inclusion of AGF in the scope of consolidation as of the first quarter period of the fiscal year.

# 3. Changes in the classification of business segments

The Company's reporting segments in the previous fiscal year consisted of domestic food products, overseas food products, bioscience products and fine chemicals, and pharmaceuticals. However from the fiscal year under review, reporting segments have changed to Japan food products, international food products, life support, and healthcare. This change has been made due to the establishment of a new structure in line with the 2014-2016 Medium Term Management Plan.

The main changes are the splitting of the bioscience products and fine chemicals segment into the life support and healthcare segments, and the merger of the pharmaceuticals segment with the healthcare segment. Additionally, frozen foods, which was previously included in the domestic food products segment, has been split between the Japan food products and international food products segments; sweeteners, which was previously included in the bioscience products and fine chemicals segment has been moved to the international food products segment; and



the wellness business is included in the healthcare segment.

The segment results for the nine-month period of the previous fiscal year (II. Nine-month period of the fiscal year ended March 31, 2015 (April 1, 2014 – December 31, 2014)) have been retrospectively restated to reflect changes in the classification of business segments.

# 4. Information by region

Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Total
Sales	408,627	221,346	191,094	82,179	903,248
Percentage of total consolidated sales	45.2%	24.5%	21.2%	9.1%	100.0%

Note: Sales are based on the location of customers, and are classified by country or region.

# 5. Information on fixed assets, impairment losses and goodwill by reporting segment

No applicable items.

# II. Nine-month period of the fiscal year ended March 31, 2015 (April 1, 2014 – December 31, 2014)

# 1. Information on sales and income or loss by reporting segment

Millions of yen, rounded down

_	willions of you, rounded down								
		Report	ing segment	Other					
	Japan Food	International Food	Life Support	Healthcare	Business *1	Adjustment amount	Consolidated		
	Products	Products							
Sales									
(1) Sales to third parties	219,439	270,169	108,540	84,881	48,411	_	731,443		
(2) Intra-group sales and transfers	629	4,069	1,230	1,810	32,298	(40,038)	_		
Total sales	220,068	274,239	109,770	86,691	80,710	(40,038)	731,443		
Segment income (loss) (Operating income (loss))	19,327	23,978	8,171	1,907	174	_	53,559		

Note 1: Other Business includes the business tie-ups, the packaging business, the logistics business and other service businesses.

# 2. Information by region

Millions of yen, rounded down

_	"Japan" "Asia" "Americas" "Europe" Total					
Sales	334,089	201,399	119,342	76,611	731,443	
Percentage of total consolidated sales	45.7%	27.5%	16.3%	10.5%	100.0%	

Note: Sales are based on the location of customers, and are classified by country or region.

<sup>2:</sup> The segment results for the nine-month period of the previous fiscal year have been retrospectively restated to reflect changes in the classification of business segments. For more information on the change, see page 15, "I. Nine-month period of the fiscal year ending March 31, 2016 (April 1, 2015 – December 31, 2015) 3. Changes in the classification of business segments".



# 3. Information on fixed assets, impairment losses and goodwill by reporting segment

(Significant impairment loss on fixed assets) No applicable items.

(Significant change in the amount of goodwill)

Concomitant with the acquisition of Windsor by consolidated subsidiary Ajinomoto North America, Inc., the amount of goodwill recorded in the International Food Products segment has increased by  $\pm 60,266$  million.

As the allotment of the acquisition price is not yet complete, this is a provisional calculation.

(Significant gain on negative goodwill)

No applicable items.

# (Reference)

# Segment information by geographical area

Nine-month period of the fiscal year ending March 31, 2016 (April 1, 2015 to December 31, 2015)

#### Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties	423,646	208,743	189,002	81,854	903,248
Percentage of consolidated sales	46.9%	23.1%	20.9%	9.1%	100.0%
Operating income (loss)	35,836	30,386	10,961	2,982	80,166
Percentage of consolidated operating	44.7%	37.9%	13.7%	3.7%	100.0%
income					

Nine-month period of the fiscal year ended March 31, 2015 (April 1, 2014 to December 31, 2014)

#### Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties	348,215	189,821	115,865	77,540	731,443
Percentage of consolidated sales	47.6%	26.0%	15.8%	10.6%	100.0%
Operating income (loss)	24,202	22,434	7,705	(783)	53,559
Percentage of consolidated operating	45.2%	41.9%	14.4%	(1.5%)	100.0%
income			14.4 /0		

#### Notes

- 1. Geographical area segments are categorized on the basis of geographic proximity and indicated in inverted commas.
- 2. Main countries and regions in segments other than "Japan":

"Asia": Countries of East and Southeast Asia

"Americas": Countries of North, Central and South America

"Europe": Countries of Europe and Africa

# **Significant Subsequent Events**

#### Retirement of repurchased shares

At its meeting on January 29, 2016, the Board of Directors resolved to retire repurchased shares pursuant to the provisions of Article 178 of the Companies Act, as outlined below.

1) Class of shares to be retired Common stock

2) Number of shares to be retired 10,708,000 shares

3) Planned retirement date February 10, 2016

For reference: Following this retirement of shares, total shares issued will be 583,762,654.