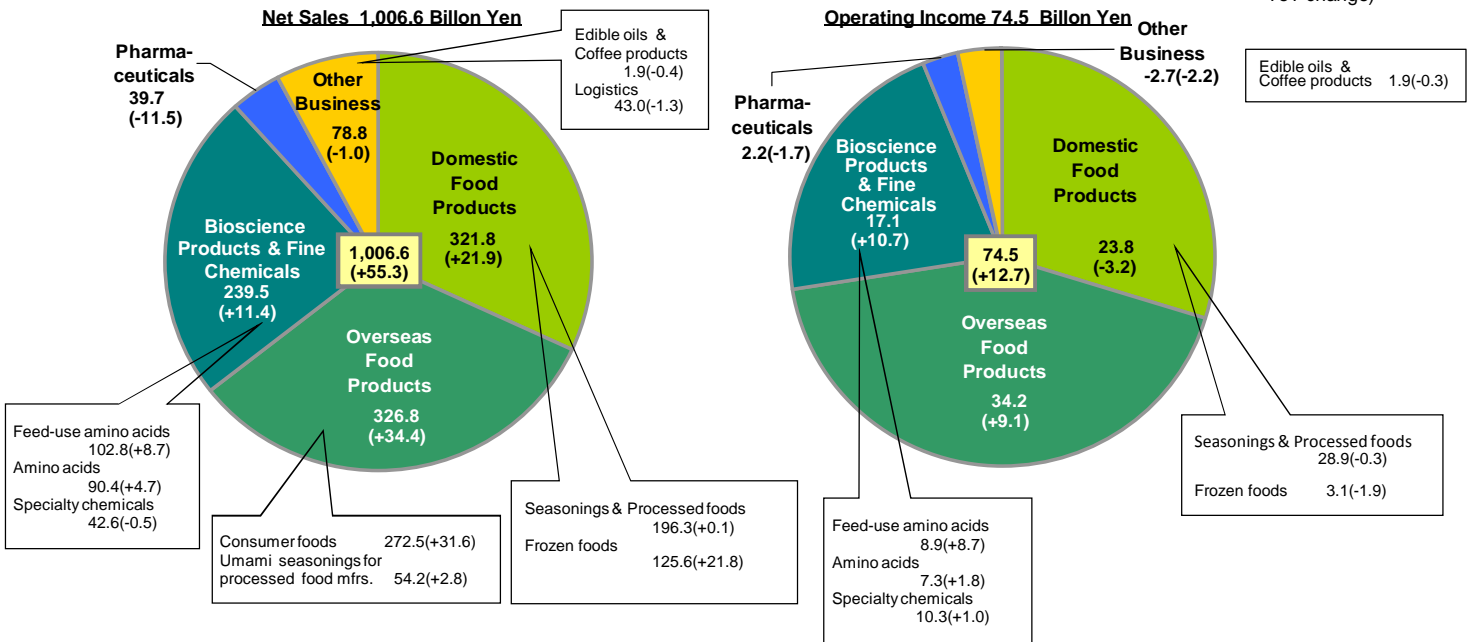


## Ajinomoto Co., Inc. FY2014 Market and other information

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

(Billion Yen, figures in parenthesis represent YoY change)



\*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: Umami seasoning <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 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 *Overseas sales are included in domestic food products segment.
	Frozen foods	<i>Gyoza</i> (Chinese dumpling), <i>Yawaraka Wakadori Kara-Age</i> (fried chicken), <i>Ebi shumai</i> (shrimp dumpling), <i>Ebi Yose Fry</i> (shrimp fry), <i>Ebi Pilaf</i> (shrimp pilaf), <i>Yoshokutei Hamburg</i> (hamburg steak)
Overseas Food Products	Consumer foods (mainly home use)	<i>Umami seasoning 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>Umami seasoning AJI-NO-MOTO®</i> and nucleotides for processed food manufacturers *Domestic sales are also included in overseas food products segment.
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) Amino acid-based sweeteners: Aspartame, overseas retail sweetener products, <i>PAL SWEET®</i> Pharmaceutical Custom Manufacturing: 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®</i> (mild surfactant), <i>Ajidew®</i> (humectant) Cosmetics: <i>JINO®</i> Electronic materials: <i>ABF</i> (insulation film for build-up printed wiring board)
Pharmaceuticals	Prescription drugs*1	Prescription drugs: Gastrointestinal diseases ( <i>LIVACT®</i> , <i>ELENTAL®</i> , <i>MOVIPREP®</i> ), Metabolic diseases, 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> ) Other: Logistics, Edible oils & Coffee products, Service, etc.

\*1 On July 1, 2013, AJINOMOTO PHARMACEUTICALS CO., LTD. spun 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 Co. estimates)\*1 (Billion Yen)

Category	Brands	FY2013		FY2014		FY2015
		Market	Ajinomoto Co.'s % (rank)	Market (est.)	Ajinomoto Co.'s % (rank)	Market (est.)
Umami seasonings	AJI-NO-MOTO®, Hi-Me®	6.9	92%(1)	6.2	92%(1)	5.9
Japanese flavor seasonings	HONDASHI®	41.9	57%(1)	40.6	57%(1)	39.8
Consomme	Ajinomoto KK Consomme	12.5	65%(1)	12.1	67%(1)	12.4
Soup	Knorr®	86.2	37%(1)	87.9	36%(1)	90.2
Mayonnaise and mayonnaise-type dressings	Pure Select®	48.0	28%(2)	45.3	24%(2)	45.2
Menu seasonings	Cook Do®, Cook Do® Kyo-no Ohzara	78.6	28%(1)	78.7	28%(1)	79.5

\*1 Consumer purchase basis

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

		1H-FY2013	FY2013	1H-FY2014	FY2014
Seasonings and Processed foods*1	Sales	92.2	196.2	92.7	196.3
	Home use*2	50%	53%	50%	53%
	Restaurant and institutional use*3	50%	47%	50%	47%
Frozen foods	Sales for Japanese market*4	56.5	112.4	57.6	115.6
	Home use	62%	62%	61%	61%
	Restaurant and institutional use	38%	38%	39%	39%

\*1 Figures for Kellogg's products restated as net sales less cost of sales from FY2013.

\*2 Seasonings & processed foods for home use and gift set.

\*3 Seasonings & processed foods for restaurant use, seasonings for processed food manufacturers, delicatessens and bakery products.

\*4 Total sales.

### 4. Overseas Food Products

Estimated demand for MSG and nucleotides (Thousand MT)

	FY2013				FY2014			
	China	Other	Total	Ajinomoto Group's %	China	Other	Total	Ajinomoto Group's %
MSG	1,540	1,420	2,960 *1	approx.20%	1,580	1,470	3,050 *2	approx.20%
Nucleotides	-	-	37	approx.30%	-	-	41	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	FY2013	1H-FY2014	FY2014	1H-FY2015 (est.)*2	FY2015 (est.)*2
Spread (US\$/ST)*1		95	190	255	285	250	approx. 170	approx. 175
Market Price (US\$/kg, CIF main port basis)	Lysine	2.35	2.15	1.60	1.35	1.40	approx. 1.45	approx. 1.45
	Threonine	2.45	2.30	2.05	2.20	2.75	approx. 2.10	approx. 2.10
	Tryptophan	15	17	15	16	16.5	approx. 15	approx. 15.5
Market size (Thousand MT)	Lysine	1,700	1,950	2,100		approx. 2,300		approx. 2,350
	Ajinomoto Group's %	approx. 20%	approx. 20%	15-20%		approx. 15%		approx. 15%
	Threonine	270	330	400		approx. 445		approx. 465
	Ajinomoto Group's %	approx. 30%	approx. 30%	approx. 30%		approx. 25%		approx. 25%
	Tryptophan	6	9	14		approx. 23		approx. 28
Ajinomoto Group's %	approx. 40%	approx. 45%	approx. 35%	approx. 20%	approx. 20%			

\*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 Co.'s forecast of results.

(2) Estimated market size of amino acid-based sweetener, aspartame

	FY2013		FY2014		FY2015(est.)	
	Market	Ajinomoto Group's %	Market	Ajinomoto Group's %	Market	Ajinomoto Group's %
Aspartame (Thousand MT)	approx. 25	nearly. 30%	approx. 25	nearly. 30%	approx. 25	approx. 35%

### 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	FY2014	Y/Y %
Gastro-intestinal diseases	LIVACT®	May 1996	Amino acid formula for treatment of liver cirrhosis	AJINOMOTO PHARMACEUTICALS CO., LTD.	14.8	12.5	85%
	ELENTAL®	Sept. 1981	Elemental diet	AJINOMOTO PHARMACEUTICALS CO., LTD.	7.7	7.6	99%
	MARZULENE®	July 2012	Antigastritis and anti-ulcer drugs	AJINOMOTO PHARMACEUTICALS CO., LTD.	3.5	2.8	81%
	MOVIPREP®	June 2013	Bowel preparation prior to colonoscopy and colon surgery	AJINOMOTO PHARMACEUTICALS CO., LTD.	0.8	2.5	297%
	NIFLEO®	June 1992	Oral cleaning solution for the intestine	AJINOMOTO PHARMACEUTICALS CO., LTD.	2.2	1.6	74%
	HEPAN ED®	Sept. 1991	Elemental diet for hepatic failure	AJINOMOTO PHARMACEUTICALS CO., LTD.	0.9	0.7	88%
Metabolic diseases, etc.	ATELEO®	Dec. 1995	Long-acting calcium channel blocker	Mochida Pharmaceutical Co., Ltd.	14.6	11.7	80%
	ACTONEL®	May 2002	Osteoporosis treatment	Eisai Co., Ltd.	10.0	9.0	90%
	FASTIO®	Aug. 1999	Fast-acting postprandial antihypoglycemic agent	Mochida Pharmaceutical Co., Ltd.	1.8	1.3	74%
	ATEDIO®	May 2014	Selective AT1 receptor blocker/long-acting calcium antagonist	Mochida Pharmaceutical Co., Ltd.	-	0.7	-

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

## (2) Development Pipeline

May,2015

	Name	Development Status	Indication	Note
Gastrointestinal diseases	AJG511	Phase III	Ulcerative colitis	In-license (Dr. Falk Pharma)
	AJM300	Phase III	Ulcerative colitis	
	AJG533	Phase II	Chronic Constipation	In-license (Albireo)
Metabolic diseases	NE-58095NF (risedronate)	Phase II/III	Osteoporosis	Additional formulation; change of the dosage and administration

## (3) Newly Launched Products after May, 2014

May,2015

Field	Name	Launch	Indication or Classification	Note
Metabolic diseases	<i>ATEDIO®</i>	May, 2014	Hypertension	Combination tablet (valsartan/cilnidipine)

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.