

Eat Well, Live Well.



**Ajinomoto Co., Inc. (2802)**

# **Financial Results for Q1 of FY2023 (Ending March 31, 2024)**

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Executive Officer & Vice President**

**August 4, 2023**

Note: Business profit (consolidated) in this material: Sales - Cost of sales - Selling expenses, Research & development expenses and General & administrative expenses + Share of profit of associates and joint ventures

## Today's Message

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- **Q1-FY2023 ended with increased revenue and profit, achieving records for Q1. Revenue and profit declined in Healthcare and Others but grew strongly in Seasonings and Foods and in Frozen Foods.**
- **Seasonings and Foods and Frozen Foods, which returned to increased profit in Q4-FY2022 due to the effect of aggressive pricing actions, continued revenue and profit increases in Q1-FY2023, driving overall performance.**
- **In Healthcare and Others, Q1-FY2023 revenue and profits decreased in Functional Materials due to semiconductor market adjustments, and in amino acids for pharmaceuticals and foods in response to the effect of leveling of inventory for pharmaceutical-use raw materials associated with the return to normality after COVID-19.**
- **The full-year forecast for FY2023 remains unchanged (no revision). It was a good start for the first year of the 2030 Roadmap.**

# I-1. Digest of the First Quarter

**Sales  
Increased**

**¥339.5 billion**  
105.6% of FY2022 results

**Excluding currency translation: 102.1%**

**up ¥17.9 billion**

Increased overall, led by  
Seasonings and Foods and  
Frozen Foods.

**Business profit  
Increased**

**¥42.8 billion**  
105.7% of FY2022 results

**Excluding currency translation: 102.1%**

**up ¥2.3 billion**

Increased overall, led mainly  
by overseas Seasonings  
and Foods and Frozen  
Foods.

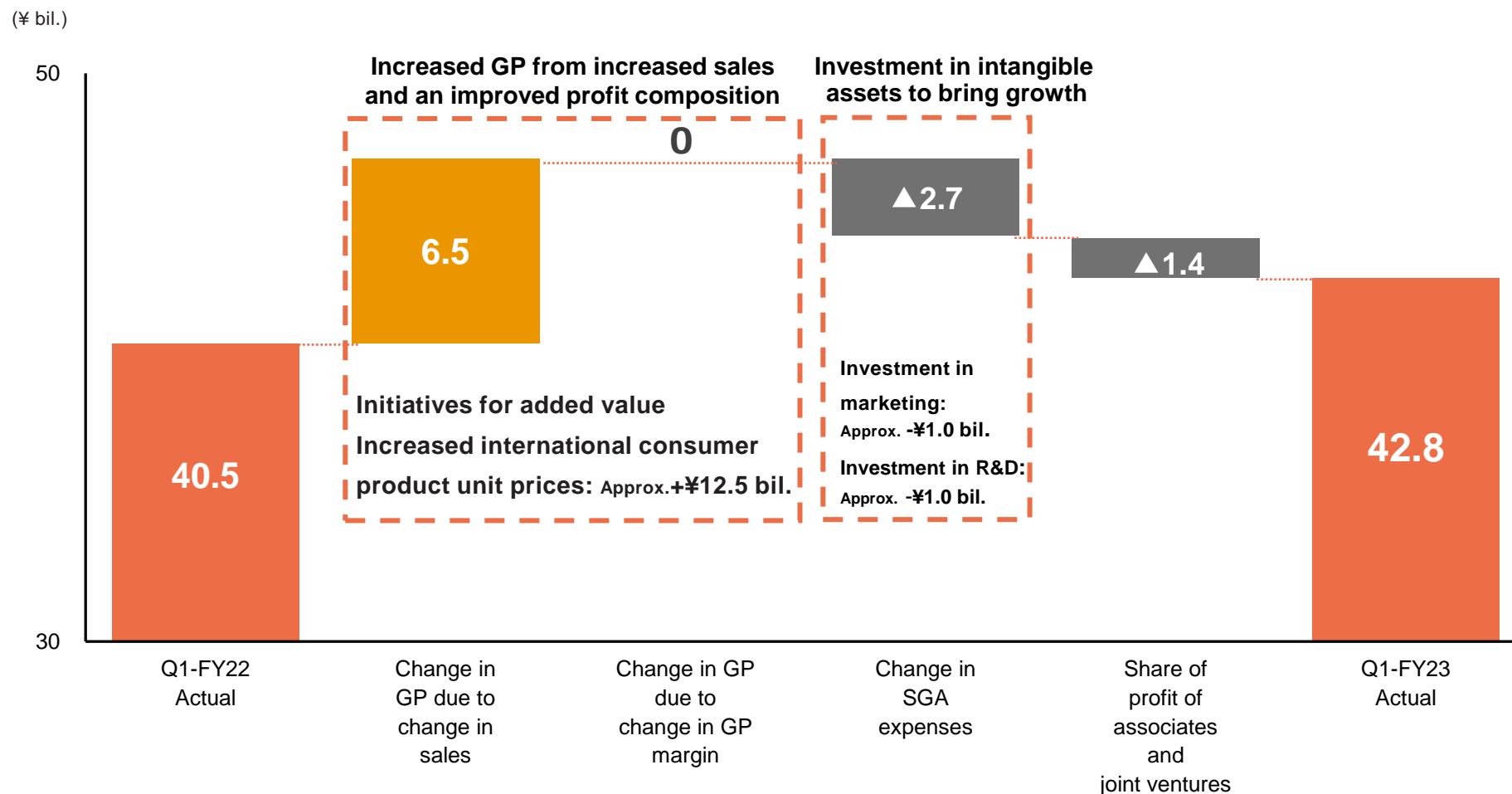
**Profit attributable to owners  
of the parent company**

**¥27.2 billion**  
98.1% of FY2022 results

## YoY Business Profit Details

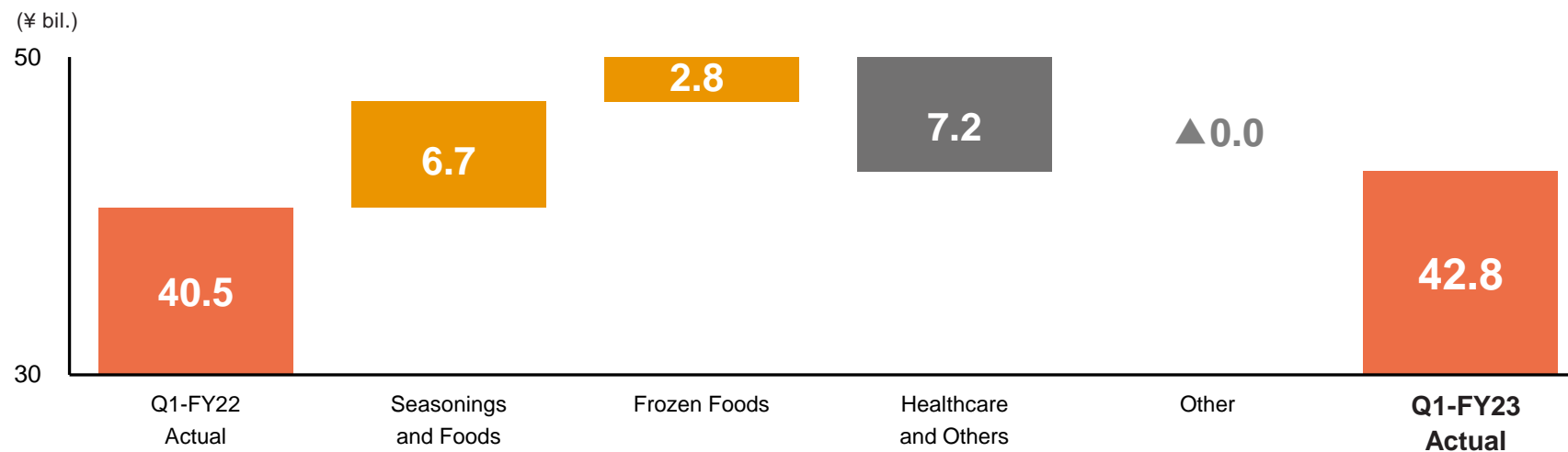
(¥ Billion)	vs Q1-FY22	Details of impacts in Q1-FY23
Change in GP due to change in sales	6.5	The increase in revenue in overseas Seasonings and Foods and overseas Frozen Foods exceeded the decrease in revenue in Healthcare and Others
Change in GP due to change in GP margin	0	The improvement in GP margin in overseas Seasonings and Foods and overseas Frozen Foods offset the decline in GP margin in Healthcare and Others
Change in SGA expenses	-2.7	SGA expenses increased due to advertising and R&D investments in line with strategy
Share of profit of associates and joint ventures	-1.4	
<b>Total</b>	<b>2.3</b>	

## I-2. Changes in Business Profit (Results as of the end of Q1 by P&L Factor)

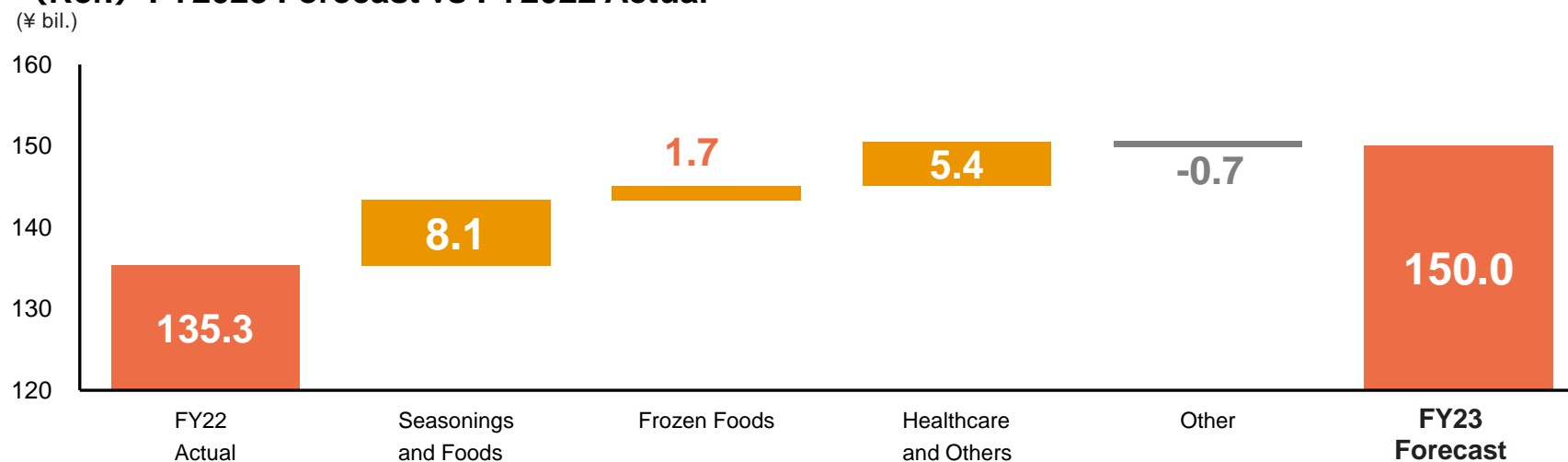


**Impact of business profit currency translation: +¥1.4 bil.**

### I-3. Factors Leading to Changes in Business Profit (Results as of the end of Q1 by Segment)



#### (Ref.) FY2023 Forecast vs FY2022 Actual



## I-4. Reference: Growth Paths by Segment

Segments		Organic growth			Business profit			ROIC			EBITDA margin		
		Vs. prev. year		CAGR	Vs. prev. year		CAGR	Vs. prev. year		CAGR	Vs. prev. year		CAGR
Seasonings and Foods	Sauce & Seasonings	FY22 actual (Sales)	FY23 Q1	FY23 forecast	FY22 actual (BP)	FY23 Q1	FY23 forecast	FY22 actual	FY23 forecast	FY25 plan	FY22 actual	FY23 Q1	FY23 forecast
		Quick Nourishment Solution & Ingredients	¥775.0 billion	5.5%	7.4%	¥84.8 billion	23.0%	9.6%	15.9% *11.8%	Approx. 14%	16%	14.9%	19.9%
Frozen Foods	Frozen Foods	¥267.2 billion	0.9%	10.0%	¥2.0 billion	¥3.9 billion	¥3.7 billion	-3.3% *0.6%	Approx. 1%	5%	5.5%	11.4%	Approx. 6%
	Bio-Pharma Services & Ingredients Functional Materials (electronic materials and others) Others	¥299.6 billion	-5.9%	11.4%	¥48.6 billion	-52.6%	11.3%	12.2%	Approx. 13%	18%	21.8%	16.0%	Approx. 22%
Total		¥1,359.1 billion	2.2%	8.8%	¥135.3 billion	2.1%	10.8%	9.9%	9.5%	13%	15.2%	18.1%	15.4%

\*ROIC excluding the profit from sale of fixed assets and impairment losses

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- **Forward-looking statements, such as business performance forecasts, made in these materials 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.**
- **This material includes summary figures that have not been audited so the numbers may change.**
- **Amounts presented in these materials are rounded down.**
- **“AminoScience” is a registered trademark of Ajinomoto Co., Inc.**

# Reference Links

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## **Ajinomoto Group IR**

<https://www.ajinomoto.co.jp/company/en/ir/>

## **Ajinomoto Group ASV Report (Integrated Report) 2022**

<https://www.ajinomoto.co.jp/company/en/ir/library/annual.html>

## **Ajinomoto Group Medium-Term Management Plan**

[https://www.ajinomoto.co.jp/company/en/ir/event/medium\\_term.html](https://www.ajinomoto.co.jp/company/en/ir/event/medium_term.html)

## **Ajinomoto Business Briefing + IR Day**

[https://www.ajinomoto.co.jp/company/en/ir/event/business\\_briefing.html](https://www.ajinomoto.co.jp/company/en/ir/event/business_briefing.html)

## **Ajinomoto Group Stories**

<https://www.ajinomoto.com/stories>