

Ajinomoto Co., Inc. Consolidated Results for the Third Quarter Ended December 31, 2022

Revised

Consolidated Financial Statements

(Billion yen)

	Apr. - Dec. FY22	Apr. - Dec. FY21	YoY Change		Oct. - Dec. FY22	Oct. - Dec. FY21	YoY Change		FY22 Revised Forecast (Nov.7)	Progress
			Amount	%			Amount	%		
Sales	1,026.7	854.2	172.4	20%	366.8	303.9	62.8	20%	1,367.0	75%
Share of profit of associates and joint ventures	3.9	2.1	1.8	85%	1.1	-0.3	1.5	-432%	-	-
Business profit*	119.2	108.4	10.7	10%	44.8	39.1	5.7	14%	133.0	89%
Gain on sale of fixed assets	0.9	15.2	-14.3	-93%	0.1	1.4	-1.3	-92%	-	-
Other	5.5	7.1	-1.5	-22%	2.3	2.3	0.0	2%	-	-
Other operating income	6.4	22.4	-15.9	-71%	2.4	3.8	-1.3	-35%	-	-
Loss on disposal of fixed assets	2.5	2.6	-0.0	-2%	1.0	1.0	-0.0	-1%	-	-
Other	5.3	6.3	-0.9	-15%	2.1	1.7	0.4	27%	-	-
Other operating expenses	7.9	8.9	-1.0	-11%	3.2	2.7	0.4	16%	-	-
Operating profit	117.7	121.8	-4.1	-3%	44.1	40.1	4.0	10%	129.0	91%
Interest income	2.2	0.9	1.2	127%	0.9	0.3	0.6	222%	-	-
Other	2.2	3.0	-0.7	-25%	-1.0	1.8	-2.8	-160%	-	-
Financial income	4.4	3.9	0.4	11%	-0.1	2.1	-2.2	-104%	-	-
Interest expenses	2.9	2.4	0.4	20%	1.0	0.8	0.2	29%	-	-
Other	7.9	4.4	3.5	80%	-0.1	2.1	-2.2	-104%	-	-
Financial expenses	10.9	6.8	4.0	59%	0.9	2.9	-2.0	-68%	-	-
Profit before income taxes	111.2	118.9	-7.7	-6%	43.0	39.2	3.8	9%	122.0	91%
Income taxes	30.4	32.4	-2.0	-6%	12.1	10.5	1.6	15%	33.0	92%
Tax rate	27.3%	27.3%			28.1%	26.7%			27.0%	
Profit	80.8	86.4	-5.6	-6%	30.9	28.7	2.2	7%	89.0	90%
Attributable to owners of the parent company	76.4	81.5	-5.1	-6%	29.3	27.3	2.0	7%	83.0	92%
Non-controlling interests	4.4	4.9	-0.5	-10%	1.5	1.3	0.1	14%	6.0	73%

* A profit indicator defined by Ajinomoto for administrative purposes.

(Sales - Cost of sales - Selling expenses, Research & development expenses and General & administrative expenses + Share of profit of associates and joint ventures)

Business Effects of Foreign Exchange

Foreign Exchange Information	Apr. - Jun. FY22	Apr. - Jun. FY21	Jul. - Sep. FY22	Jul. - Sep. FY21	Oct. - Dec. FY22	Oct. - Dec. FY21	FY22 Revised Forecast
JPY/USD	129.73	109.52	138.27	110.11	141.38	113.71	135.00
JPY/EUR	138.26	131.94	139.26	129.83	144.26	130.04	135.00
JPY/THB	3.77	3.49	3.80	3.34	3.89	3.41	3.75
JPY/BRL	26.41	20.71	26.39	21.05	26.87	20.36	25.96

(Billion yen)

Effect of Foreign Exchange	Apr. - Dec. FY22		Oct. - Dec. FY22	
	Effect of currency translation	Effect of trade*	Effect of currency translation	Effect of trade*
Sales	+90.7	Approx.+12.5	+33.4	Approx.+4.5
Business profit	+10.7	Approx.+5.5	+3.7	Approx.+2.0

* Approximations to nearest ¥0.5 billion

(Billion yen)

Excluding the Effect of Currency Translation	Apr. - Dec. FY21	Apr. - Dec. FY22	YoY Change		Oct. - Dec. FY22	Oct. - Dec. FY21	YoY Change	
			Amount	%			Amount	%
Sales	935.9	854.2	81.7	9%	333.4	303.9	29.4	9%
Seasonings and Foods	535.9	497.8	38.0	7%	195.5	181.8	13.6	7%
Frozen Foods	177.2	165.5	11.7	7%	62.7	59.1	3.6	6%
Healthcare and Others	210.5	181.9	28.6	15%	69.7	59.9	9.7	16%
Other	12.2	8.9	3.3	37%	5.3	2.9	2.3	79%
Business profit	108.4	108.4	0.0	0%	41.1	39.1	2.0	5%
Seasonings and Foods	64.3	74.1	-9.8	-13%	26.4	29.0	-2.6	-9%
Frozen Foods	0.3	1.9	-1.6	-84%	0.7	0.9	-0.1	-20%
Healthcare and Others	42.6	33.3	9.3	27%	13.5	10.4	3.0	29%
Other	1.1	-1.0	2.2	-	0.4	-1.4	1.8	-

Impacts of Raw Materials

(Billion yen)

	Food raw materials (Domestic)		Fermentation raw materials and fuel prices		
	Apr. - Dec. FY22	Oct. - Dec. FY22		Apr. - Dec. FY22	Oct. - Dec. FY22
Seasonings and Foods	-3.0	-1.1	Main raw materials	-3.3	-2.5
Frozen Foods	-1.7	-0.7	Sub raw materials	-18.3	-2.5
			Energy	-2.4	-0.7
Total	-4.7	-1.8	Total	-24.1	-5.8

Ajinomoto Co., Inc. Consolidated Results for the Third Quarter Ended December 31, 2022

In the nine months ended December 31, 2022, the Company's consolidated sales increased 20.2% year-on-year, or ¥172.4 billion, to ¥1,026.7 billion. This was due to the effect of currency translation and increases in sales in the Seasonings and Foods segment, the Frozen Foods segment, and the Healthcare and Others segment. Business profit increased 10.0% year-on-year, or ¥10.7 billion, to ¥119.2 billion, primarily due to the effect of currency translation and the increase in sales in the Healthcare and Others segment, despite increases in costs, such as for raw materials.

Consolidated Results by Segment

								(Billion yen)		Factors leading to year-on-year increases and decreases are listed in order, from the largest to the smallest.
	Apr. - Dec. FY22	Apr. - Dec. FY21	YoY Change	Oct. - Dec. FY22	Oct. - Dec. FY21	YoY Change	FY22 Revised Forecast	Progress		
Sales	1,026.7	854.2	172.4	366.8	303.9	62.8	1,367.0	75%	Seasonings and Foods Sauce & Seasonings: Overall large increase in revenue. In Japan, decrease in revenue primarily due to the fall back in at-home demand after the increase in the previous year. Overseas, large increase in revenue primarily due to the impact of currency translation and also increased unit sales prices and increased quantity of product sold.	
Seasonings and Foods	586.6	497.8	88.8	213.8	181.8	32.0	784.7	74%	Quick Nourishment: Overall increase in revenue. In Japan, decrease in revenue, but if the impact of structural reform in coffee products is excluded, increase in revenue. Reference: sales of coffee products (Japan): ¥59.3 billion Overseas, large increase in revenue due to the impact of currency translation and increased sales of instant noodles, Ready to Drink beverages, etc.	
Sauce & Seasonings	288.7	236.3	52.4	102.7	84.6	18.1	382.2	75%		
Quick Nourishment	156.5	144.3	12.1	62.6	55.6	6.9	211.3	74%		
Solution & Ingredients (S&I)	141.3	117.1	24.2	48.4	41.5	6.9	191.1	74%	Solution & Ingredients: Large increase in revenue primarily due to increased unit sales prices of, and the impact of currency translation on umami seasonings for processed food manufacturers and increased sales of foodservice-use products. Reference: sales of umami seasonings for processed food mfrs.: ¥57.8 billion	
Frozen Foods	200.0	165.5	34.5	71.4	59.1	12.3	261.1	76%		
Healthcare and Others	227.7	181.9	45.8	76.0	59.9	16.1	303.5	75%	Frozen Foods Overall large increase in revenue. In Japan, revenue was level with the previous year primarily due to the recovery in restaurant and industrial-use products and increased unit sales prices despite the impact of structural reform. Overseas, large increase in revenue primarily due to the impact of currency translation and increased unit sales prices.	
Bio-Pharma Services & Ingredients	94.6	71.7	22.8	30.4	22.1	8.2	126.1	75%		
Amino acids for pharmaceuticals and foods	Approx. 43.0	Approx. 35.5	7.3	Approx. 13.0	Approx. 11.0	1.6	-	-	Healthcare and Others Bio-Pharma Services & Ingredients: Large increase in revenue due to increased sales of Bio-Pharma Services and amino acids for pharmaceuticals and foods and also the impact of currency translation.	
Bio-Pharma Services	Approx. 52.0	Approx. 36.0	15.5	Approx. 17.5	Approx. 11.0	6.5	-	-		
Functional Materials	56.7	44.9	11.8	19.5	16.3	3.1	74.7	75%	Functional Materials: Large increase in revenue primarily due to strong sales of electronic materials.	
Others	76.3	65.2	11.0	26.1	21.4	4.7	102.5	74%	Others: Large increase in revenue due to the impact of currency translation and increased sales of primarily medical foods.	
Other	12.2	8.9	3.3	5.3	2.9	2.3	17.6	69%		
Business Profit	119.2	108.4	10.7	44.8	39.1	5.7	133.0	89%	Seasonings and Foods Sauce & Seasonings: Overall decrease in profit. In Japan, large decrease in profit due to the impacts of cost increases, such as for raw materials, and decreased revenue. Overseas, increase in profit primarily due to the impacts of currency translation and increased revenue, despite the impact of cost increases, such as for raw materials.	
Seasonings and Foods	72.5	74.1	-1.6	29.4	29.0	0.3	81.0	89%	Quick Nourishment: Overall large decrease in profit. In Japan, large decrease in profit primarily due to the impact of cost increases, such as for raw materials for coffee products. Reference: profit of coffee products (Japan): ¥5.6 billion Overseas, large increase in profit primarily due to the impacts of currency translation and increased revenue, despite the impact of cost increases, such as for raw materials.	
Sauce & Seasonings	50.2	53.4	-3.1	19.3	19.5	-0.1	61.9	81%		
Quick Nourishment	15.3	18.2	-2.9	7.3	7.5	-0.2	14.8	103%		
Solution & Ingredients (S&I)	20.7	15.8	4.8	6.9	6.4	0.5	23.4	88%		
Shared companywide expenses	-13.3	-13.3	-0.0	-4.7	-4.3	-0.4	-19.2	69%	Solutions & Ingredients: Overall large increase in profit primarily due to the impacts of increased revenue and currency translation, despite the impact of cost increases, such as for raw materials. Reference: profit of umami seasonings for processed food mfrs.: increased ¥4.4 billion YoY	
Frozen Foods	0.4	1.9	-1.5	0.8	0.9	-0.1	0.1	387%	Frozen Foods Overall large decrease in profit. In Japan, decrease in profit due to the impact of cost increases, such as for raw materials. Overseas, large decrease in profit due to the impact of cost increases, such as for raw materials, despite increase in revenue.	
Frozen Foods	4.6	6.1	-1.5	2.3	2.3	0.0	6.2	75%		
Shared companywide expenses	-4.2	-4.1	-0.0	-1.5	-1.3	-0.1	-6.1	69%		
Healthcare and Others	45.0	33.3	11.7	14.2	10.4	3.7	55.8	80%	Healthcare and Others Bio-Pharma Services & Ingredients: Large increase in profit accompanying large increase in revenue. Reference: profit of amino acids for pharmaceuticals and foods: increased ¥ 1.1 billion YoY, Bio-Pharma Services: increased ¥1.0 billion YoY	
Bio-Pharma Services & Ingredients	13.9	11.8	2.1	3.5	1.8	1.7	17.9	77%		
Functional Materials	30.7	21.3	9.4	10.7	8.0	2.6	39.5	77%	Functional Materials: Large increase in profit accompanying large increase in revenue.	
Others	5.4	5.1	0.3	1.7	2.0	-0.3	5.6	96%	Others: Increase in profit primarily due to increased revenue.	
Shared companywide expenses	-5.1	-4.9	-0.1	-1.7	-1.5	-0.2	-7.2	70%		
Other	1.1	-1.0	2.2	0.3	-1.4	1.7	-4.0	-		
Shared companywide expenses	-0.8	-1.0	0.2	-0.3	-0.3	0.0	-1.2	67%		

Ajinomoto Co., Inc. Consolidated Results for the Third Quarter Ended December 31, 2022

■Business and Geographical Area

(1) Results by business & geographical area

(Billion yen)

	Japan			Asia			Americas			EMEA			Other			Total		
	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change	Apr.- Dec. FY22	Apr.- Dec. FY21	YoY Change
Sales	388.4	368.2	20.2 (5%)	269.0	213.9	55.1 (25%)	263.7	191.2	72.4 (37%)	105.4	80.6	24.7 (30%)	-	-	-	1,026.7	854.2	172.4 (20%)
Seasonings and Foods	207.1	205.9	1.2 (0%)	258.7	205.2	53.5 (26%)	82.4	58.9	23.4 (39%)	38.3	27.7	10.5 (38%)	-	-	-	586.6	497.8	88.8 (17%)
Frozen Foods	68.6	68.2	0.4 (0%)	3.4	2.3	1.1 (48%)	114.6	84.9	29.7 (35%)	13.3	10.0	3.2 (32%)	-	-	-	200.0	165.5	34.5 (20%)
Healthcare and Others	100.4	85.3	15.1 (17%)	6.8	6.3	0.5 (8%)	66.6	47.3	19.2 (40%)	53.7	42.8	10.8 (25%)	-	-	-	227.7	181.9	45.8 (25%)
Other	12.2	8.8	3.3 (38%)	0.0	0.0	-0.0 (-60%)	-	-	-	0.0	0.0	0.0	-	-	-	12.2	8.9	3.3 (37%)
Business profit	54.6	49.6	5.0 (10%)	42.0	41.5	0.4 (1%)	15.1	11.4	3.6 (31%)	7.3	5.7	1.6 (28%)	-	-	-	119.2	108.4	10.7 (9%)
Seasonings and Foods	25.1	31.7	-6.6 (-20%)	45.1	45.4	-0.2 (-0%)	12.1	7.2	4.8 (67%)	4.4	2.9	1.4 (51%)	-14.3	-13.2	-1.1 (8%)	72.5	74.1	-1.6 (-2%)
Frozen Foods	3.5	4.2	-0.6 (-15%)	1.6	0.8	0.8 (100%)	-0.2	0.5	-0.7 -	-0.0	0.4	-0.4 -	-4.5	-4.0	-0.4 (11%)	0.4	1.9	-1.5 (-76%)
Healthcare and Others	33.2	23.1	10.0 (43%)	2.8	2.3	0.5 (21%)	9.2	8.8	0.4 (4%)	5.2	4.3	0.9 (20%)	-5.5	-5.3	-0.1 (3%)	45.0	33.3	11.7 (35%)
Other	2.0	-0.0	2.0 -	-0.0	-0.0	-0.0 (159%)	-	-	-	-0.0	0.0	-0.0 -	-0.8	-1.0	0.2 (-23%)	1.1	-1.0	2.2 -
Shared companywide expenses	-9.2	-9.5	0.2 (-2%)	-7.6	-6.9	-0.6 (8%)	-6.0	-5.1	-0.8 (16%)	-2.2	-2.0	-0.2 (14%)	25.2	23.7	1.5 (6%)	-	-	-

(2) Overseas sales growth rate on LC basis by country (selected)

Seasonings and Foods (Sauce & Seasonings and Quick Nourishment)*		Apr.- Dec. FY22	Oct.- Dec. FY22
Asia	Thailand	+4%	+3%
	Indonesia	+3%	+6%
	Vietnam	+23%	+25%
	Philippines	+5%	+7%
Americas	Brazil	+12%	+18%

*Overseas consumer products

(3) Sales progress by business & geographical area

(Billion yen)

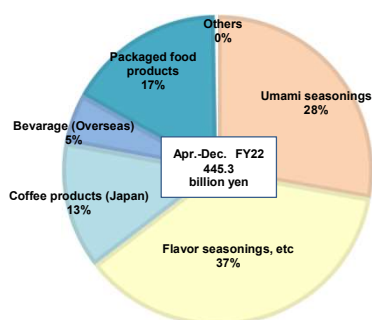
	Japan			Asia			Americas			EMEA			Total		
	Apr.- Dec. FY22	FY22 Revised Forecast	Progress	Apr.- Dec. FY22	FY22 Revised Forecast	Progress	Apr.- Dec. FY22	FY22 Revised Forecast	Progress	Apr.- Dec. FY22	FY22 Revised Forecast	Progress	Apr.- Dec. FY22	FY22 Revised Forecast	Progress
Sales	388.4	522.5	74%	269.0	364.1	73%	263.7	350.0	75%	105.4	130.1	81%	1,026.7	1,367.0	75%
Seasonings and Foods	207.1	281.5	73%	258.7	343.8	75%	82.4	111.0	74%	38.3	48.2	79%	586.6	784.7	74%
Frozen Foods	68.6	90.0	76%	3.4	6.2	55%	114.6	150.1	76%	13.3	14.6	90%	200.0	261.1	76%
Healthcare and Others	100.4	133.8	75%	6.8	13.4	50%	66.6	89.0	74%	53.7	67.1	80%	227.7	303.5	75%
Other	12.2	17.7	68%	0.0	0.4	8%	-	-	-	0.0	0.0	-	12.2	17.6	69%

Ajinomoto Co., Inc. Consolidated Results for the Third Quarter Ended December 31, 2022

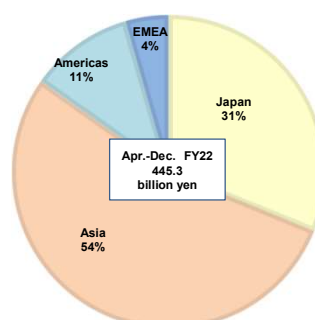
■ Seasonings and Foods

1. Sauce & Seasonings and Quick Nourishment (Domestic and Overseas)

(1) Percentage of sales for product categories



(2) Percentage of sales for Geographical Areas



(3) Coffee products

Percentage of sales for home-use products and restaurant and industrial-use products in Japanese market*

	(Billion yen)			
	FY20	FY21	Apr. - Dec. FY21	Apr. - Dec. FY22
Sales	85.5	85.3	65	62.7
Home-use products	78%	79%	79%	75%
Restaurant and industrial-use products	22%	21%	33%	25%

*Figures are for Ajinomoto AGF, Inc. only.

(4) Share and position of main brands in the home-use products market (Ajinomoto Group estimates, consumer purchase basis)

Sauce & Seasonings (Japan)

(Billion yen)

Category	Brands	FY20		FY21			FY22	
		Market size	Market share (rank)	Market size	Market share (rank)	Apr. - Dec.	Market size Forecast	Apr. - Dec. Market share(rank)
						Market share(rank)		
Umami seasonings	AJI-NO-MOTO®, Hi-Me®	5.4	93%(1)	5.3	94%(1)	94%(1)	5.6	93%(1)
Japanese flavor seasonings	HONDASHI®	38.3	56%(1)	37.1	56%(1)	57%(1)	37.1	57%(1)
Consomme	Ajinomoto KK Consomme	13.3	81%(1)	12.3	81%(1)	81%(1)	12.6	80%(1)
Mayonnaise	Pure Select®	58.3	24%(2)	59.4	25%(2)	24%(2)	61.8	24%(2)
Menu-specific seasonings	Cook Do®, Cook Do® Kyo-no Ohzara®	81.8	30%(1)	79.7	30%(1)	30%(1)	80.5	28%(1)

Sauce & Seasonings (Overseas)

Area	Country	Category	Brands	FY21 Market share (rank)
Asia	Thailand	Umami seasonings	AJI-NO-MOTO®, AJI-NO-MOTO PLUS	Approx.90%(1)
		Flavor seasonings	RosDee®	Approx.80%(1)
	Indonesia	Umami seasonings	AJI-NO-MOTO®	Approx.40%(1)
		Flavor seasonings	Masako®	Approx.50%(1)
	Vietnam	Umami seasonings	AJI-NO-MOTO®	Approx.60%(1)
	Philippines	Umami seasonings	AJI-NO-MOTO®	Approx.100%(1)
Americas	Brazil	Flavor seasonings	Tempero Sazon®	Approx.70%(1)

Quick Nourishment (Japan)

(Billion yen)

Category	Brands	FY20		FY21			FY22	
		Market size	Market share (rank)	Market size	Market share (rank)	Apr. - Dec.	Market size Forecast	Apr. - Dec. Market share(rank)
						Market share(rank)		
Soup	Knorr®	112.4	31%(1)	113.4	30%(1)	30%(1)	115.7	29%(1)
Instant coffee	Blendy®, MAXIM®	84.8	22%(2)	80.0	22%(2)	22%(2)	78.4	22%(2)
Stick-type coffee	Blendy®, Blendy® CAFÉ LATORY®	45.7	56%(1)	45.5	55%(1)	55%(1)	46.5	54%(1)
Regular coffee	Chyotto Zeitakuna Kohiten®, Blendy® (incl. Drip coffee)	53.1	12%(3)	54.6	13%(3)	13%(3)	55.2	12%(3)

Quick Nourishment (Overseas)

Area	Country	Category	Brands	FY21 Market share (rank)
Asia	Thailand	RTD Coffee	Birdy®	Approx.50%(1)

Ajinomoto Co., Inc. Consolidated Results for the Third Quarter Ended December 31, 2022

2. Solution & Ingredients

Demand for MSG and nucleotides (Ajinomoto Group estimates)

(Thousand tons)

	FY20				FY21			
	China	Other	Total	Market share	China	Other	Total	Market share
MSG	1,640	1,600	3,240 ¹	Approx. 20%	1,710	1,620	3,300 ²	Approx. 20%
Nucleotides	-	-	60	Approx. 25%	-	-	63	Approx. 25%

1. Home-use: a little under 60%, industrial-use: a little over 40%

2. Home-use: a little under 60%, industrial-use: a little over 40%

■Frozen Foods

(1) Percentage of sales for home-use products and restaurant and industrial-use products in Japanese market*

(Billion yen)

	FY20	FY21	Apr.- Dec. FY21	Apr.- Dec. FY22
Sales	91.5	89.3	67.9	68.5
Home-use products	65%	67%	67%	65%
Restaurant and industrial-use products	35%	33%	33%	35%

* Figures are for Ajinomoto Frozen Foods Co., Inc. only

(2) Market share and position of main brands in the home-use products market (Ajinomoto Group estimates, consumer purchase basis)

Japan

(Billion yen)

Category	Brands	FY20		FY21			FY22	
		Market size	Market share (rank)	Market size	Market share (rank)	Apr.- Dec. Market share(rank)	Market size growth rate Forecast	Apr.- Dec. Market share(rank)
Gyoza	Gyoza, etc.	56.3	47%(1)	60.2	44%(1)	45%(1)	Approx.105%	42%(1)

North America

(Million USD)

Category	Brands	FY20		FY21		FY22
		Market size ²	Market share (rank)	Market size ²	Market share (rank)	Market size growth rate Forecast
Asian frozen food ¹	-	1,357	28%(1)	1,570	28%(1)	Approx.110%

1. Figures are for Ajinomoto Frozen Foods North America Inc. only

2. Excluding sales to private brands.

■Information by Business Segment

(1) Depreciation and amortization*

(Billion yen)

	FY20	Apr.- Sep.FY21	FY21	Apr.- Sep. FY22	FY22 Forecast
Seasonings and Foods	28.9	15.3	30.9	17.1	33.6
Frozen Foods	10.0	5.1	10.9	6.1	11.0
Healthcare and Others	15.1	7.2	14.6	8.2	17.6
Other	4.2	1.7	2.8	0.5	1.0
All Company	4.6	3.2	6.7	3.7	6.0
Total	63.0	32.7	66.2	35.7	69.3

* Excluding discontinued operations.

(2) Capital Expenditure/Investment

(Billion yen)

	FY20	Apr.- Sep.FY21	FY21	Apr.- Sep. FY22	FY22 Forecast
Seasonings and Foods	52.9	13.2	36.7	9.2	27.9
Frozen Foods	13.4	2.5	10.5	3.8	12.8
Healthcare and Others	17.7	7.4	21.5	9.4	24.9
Other	0.6	0.2	0.6	0.2	0.4
All Company	7.0	1.9	4.5	1.2	4.0
Total	91.8	25.4	74.1	23.9	70.0

(3) R&D Expenses

(Billion yen)

	FY20	Apr.- Sep.FY21	FY21	Apr.- Sep. FY22	FY22 Forecast
Seasonings and Foods	6.4	3.0	6.4	3.2	7.3
Frozen Foods	1.2	0.6	1.2	0.6	1.6
Healthcare and Others	8.2	3.9	8.4	4.5	11.0
Other	0.0	0.1	0.3	0.1	0.2
All Company	9.8	4.5	8.5	4.0	8.5
Total	25.9	12.3	24.8	12.5	28.5

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(Reference) The product categories belonging to each reportable segment

Reportable Segments	Sub Segments	Main Products
Seasonings and Foods	Sauce & Seasonings	Umami seasonings <i>AJI-NO-MOTO</i> ®, <i>HON-DASHI</i> ®, <i>Cook Do</i> ®, <i>Ajinomoto KK Consommé</i> , <i>Pure Select</i> ® Mayonnaise, <i>Ros Dee</i> ® (flavor seasoning), <i>Masako</i> ® (flavor seasoning), <i>Aji-ngon</i> ® (flavor seasoning), <i>Sazón</i> ® (flavor seasoning), <i>Sajiku</i> ® (menu-specific seasoning), <i>CRISPY FRY</i> ® (menu-specific seasoning), etc.
	Quick Nourishment	<i>Knorr</i> ® Cup Soup, <i>YumYum</i> ® (instant noodles), <i>Birdy</i> ® (coffee beverage), <i>Birdy</i> ® 3in1 (powdered drink), <i>Blendy</i> ® brand products (<i>CAFÉ LATORY</i> ®, stick coffee, etc.), <i>MAXIM</i> ® brand products, <i>Chotto Zeitakuna Kohiten</i> ® brand products, various gift sets, office supplies (coffee vending machines, tea servers), etc.
	Solution & Ingredients	Umami seasoning <i>AJI-NO-MOTO</i> ® for foodservice and processed food manufacturers in Japan, Seasonings and processed foods for foodservice, Seasonings for processed foods (savory seasonings, enzyme <i>ACTIVA</i> ®), Drinks supplied to restaurants, Ingredients for industrial use, Delicatessen products, Bakery products, Nucleotides, Sweeteners (aspartame for industrial use, <i>PAL SWEET</i> ® for retail use, etc.), and others
Frozen Foods	Frozen Foods	Chinese dumplings (<i>Gyoza</i> , <i>Shoga Gyoza</i> , <i>POT STICKERS</i> , etc.), Cooked rice (<i>THE CHA-HAN</i> , <i>CHICKEN FRIED RICE</i> , <i>YAKITORI CHICKEN FRIED RICE</i> , etc.), Noodles (<i>YAKISOBA</i> , <i>RAMEN</i> , etc.), Desserts (cakes for restaurant and industrial-use, <i>MACARON</i> , etc.), Shumai (<i>THE SHUMAI</i> , etc.), Processed chicken (<i>Yawaraka Wakadori Kara-Age</i> (fried chicken), <i>THE KARAAAGE</i> , etc.), and others
Healthcare and Others	Bio-Pharma Services & Ingredients	
	Amino acids for pharmaceuticals and foods	Amino acids, culture media
	Bio-Pharma Services	Contract development and manufacturing services of pharmaceutical intermediates and active ingredients, aseptic fill finish services, etc.
	Functional materials	Electronic materials (<i>Ajinomoto Build-up Film</i> ® (ABF) interlayer insulating material for semiconductor packages, etc.), Functional materials (adhesive <i>PLENSET</i> ®, magnetic materials <i>AFTINNOVA</i> ® <i>Magnetic Film</i> , etc.), activated carbon, release paper, etc.
Others	Feed-use amino acids, Direct marketing (Fundamental Foods (<i>Glyna</i> ®, <i>Amino Aile</i> ®), etc.), Sports nutrition (Supplement (<i>amino VITAL</i> ®), etc.), Personal care ingredients (amino acid-based mild surfactants <i>Amisoft</i> ®, <i>Amilite</i> ®, amino acid-based alternatives to plastic microbeads, the <i>Amihope</i> ® SB series, etc.), Medical foods, Crop services, etc.	