

# Ajinomoto Co., Inc.

# Consolidated Results

First Quarter Ended June 30, 2011

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.



¥9.71

# **SUMMARY OF FINANCIAL STATEMENTS (Consolidated)**

First-quarter results for the year ending March 31, 2012

Ajinomoto Co., Inc. July 29, 2011

Stock Code: 2802 Listed exchanges: Tokyo, Osaka
<a href="http://www.ajinomoto.com">http://www.ajinomoto.com</a> Listed exchanges: Tokyo, Osaka
Yukihiko Kobayashi

President: Masatoshi Ito General Manager
Scheduled date of submission of quarterly
August 11, 2011 Finance Department

Creation of supplementary quarterly

report:

results materials: Yes Telephone: 813 5250-8161

Quarterly results briefing: No Scheduled date of payment of dividend: --

# 1. Consolidated Financial Results for the Three Months Ended June 30, 2011

1) Consolidated Operating Results Millions of yen, rounded down First quarter of FY ending First quarter of FY ended March 31, 2012 March 31, 2011 Change % Change % 296,395 304,382 Net sales ..... (2.6)6.6 21,672 21,835 43.8 Operating income ..... (0.7)22,634 22,373 28.1 Ordinary income ..... 1.2 13,940 105.8 6,773 (36.6)Net income .....

¥20.14

Fully diluted earnings per share (¥) ........................ -
Notes: "Change %" indicates the percentage change compared to the previous fiscal year.

Comprehensive income (loss):

Net income per share (¥).....

First quarter ended June 30, 2011: ¥9,313 million First quarter ended June 30, 2010: (¥12,190) million

2) Financial Position Millions of yen, rounded down

· ·							
	As of June 30, 2011	As of March 31, 2011					
Total assets	1,064,352	1,077,418					
Net assets	637,852	650,291					
Shareholders' equity ratio (%)	56.1%	56.4%					

Note: Shareholders' equity As of June 30, 2011: ¥597,212 million As of March 31, 2011: ¥608,191 million

# 2. Dividends

<del>-</del>	FY ended	FY ending	FY ending
	March 31, 2011	March 31, 2012	March 31, 2012 (forecast)
Dividend per share			
(Record date)			
End of first quarter			
End of second quarter	¥8.00		¥8.00
End of third quarter			
End of fourth quarter	¥8.00		¥8.00
Annual	¥16.00		¥16.00

Note: Revisions to dividend forecasts in the period under review: No



# 3. Forecast for the Fiscal Year Ending March 31, 2012

#### Millions of yen, rounded down

	FY Ending March 31, 2012					
Net sales	1,245,000	Change % 3.1				
Operating income (loss) Ordinary income (loss)	69,100 69,000	(0.4) (2.1)				
Net income (loss)  Net income per share	37,000 ¥53.92	21.7				

Note: "Change %" indicates the percentage change compared to the previous fiscal year.

Revisions to most recent earnings forecasts: No

Interim consolidated earnings forecasts have been omitted, as Ajinomoto Co., Inc. ("the Company") conducts budgeting on a full-year basis, and management of progress in and evaluation of business results is conducted only for full-year periods.

# 4. Other

1) Transfer of important subsidiaries during the period: No

Note: Indicates transfers of specified subsidiaries resulting in changes in the scope of consolidation during the first-quarter period under review.

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

Note: Indicates adoption of simplified accounting methods or special accounting methods for the preparation of the quarterly financial statements.

- 3) Changes in accounting policy, changes in accounting estimates, and retrospective restatements
  - (1) Changes in line with revision to accounting standards: No
  - (2) Other changes: No
  - (3) Changes in accounting estimates: No
  - (4) Retrospective restatements: No
- 4) Number of shares outstanding (ordinary shares)
  - (1) Number of shares outstanding at end of period (including treasury shares):

June 30, 2011: 700,032,654 shares March 31, 2011: 700,032,654 shares

(2) Number of treasury shares at end of period

June 30, 2011: 17,792,732 shares March 31, 2011: 2,255,060 shares

(3) Average number of shares during period

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.

\*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. For more information regarding our business forecasts, see page 8, "1. QUALITATIVE INFORMATION ON FIRST-QUARTER CONSOLIDATED RESULTS, (3) Qualitative information about consolidated earnings forecasts".

(Method of obtaining supplementary results materials)

Supplementary results materials will be published on the Company's website on Friday, July 29, 2011.

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



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# 1. QUALITATIVE INFORMATION ON FIRST-QUARTER CONSOLIDATED RESULTS

# (1) Qualitative information about consolidated operating results

Note: All comparisons are with the first quarter of the previous fiscal year, unless stated otherwise.

In the first-quarter period under review (April 1, 2011 to June 30, 2011), the global economy saw moderate expansion in emerging markets and showed a recovery trend overall, despite instability in financial markets mainly in Europe and volatility in commodity markets.

The Japanese economy gradually picked up from the declines in production and downturn in consumption due to the Great East Japan Earthquake, but uncertainties remain about the economy's full-scale future recovery, partly due to the impact of the nuclear power plant accident and electricity shortages.

The environment in the Japanese food industry remained severe, with rising costs of raw materials for foods amid moderate deflation.

Within this environment, consolidated sales for the first-quarter period decreased 2.6% (¥7.9 billion) to ¥296.3 billion, operating income decreased 0.7% (¥0.1 billion) to ¥21.6 billion, ordinary income increased 1.2% (¥0.2 billion) to ¥22.6 billion, and net income increased 105.8% (¥7.1 billion) to ¥13.9 billion.

# Consolidated operating results by segment

Consolidated operating results by business segment are as follows:

Note: All comparisons are with the first-quarter period of the previous fiscal year, unless stated otherwise.

# Billions of yen, rounded down

	<u> </u>					
		YoY	YoY	Operating	YoY	YoY
	Net sales	change	change -	income	change	change -
		-amount	percent	IIICOIIIC	-amount	percent
Domestic food products	105.4	(0.3)	(0.3%)	10.5	4.1	66.0%
Overseas food products	57.4	(1.0)	(1.7%)	6.0	(2.6)	(30.5%)
Bioscience products and fine chemicals	51.8	(0.2)	(0.6%)	3.5	0.6	21.4%
Pharmaceuticals	19.5	(2.1)	(9.8%)	1.4	(2.4)	(63.5%)
Business tie-ups	44.3	(2.3)	(5.1%)	0.3	0.0	6.5%
Other business	17.6	(1.8)	(9.6%)	(0.2)	0.0	
Total	296.3	(7.9)	(2.6%)	21.6	(0.1)	(0.7%)

- Notes 1. Effective the first-quarter period under review, adjustment amounts have been allocated to each segment, and figures for the previous first-quarter period have also been restated.
  - Domestic sales of amino acid supplement amino VITAL® are included in other business and domestic sales of low-calorie sweetener for home use and the restaurant market are included in bioscience products and fine chemicals.
  - 3. Domestic and overseas sales of *ACTIVA*® products to food processing companies and savory seasonings are included in domestic food products.
  - 4. Frozen food products of the Amoy Food Group are classified in domestic food products.

# **Domestic food products**

Domestic food product sales decreased 0.3% (¥0.3 billion) to ¥105.4 billion, and operating income increased 66.0% (¥4.1 billion) to ¥10.5 billion. Sales were maintained at the same level as the previous first-quarter period despite the impact of the earthquake. The substantial increase in operating income was partly attributable to a decrease in selling expenses.

Seasonings and processed foods: In seasonings and processed foods for the retail market, sales of



*HON-DASHI* and Chinese dashi products grew strongly, while sales of umami seasoning *AJI-NO-MOTO*<sup>®</sup> and consommé increased slightly. Sales of soups increased slightly, but sales of mayonnaise and mayonnaise-type dressings decreased slightly. Sales of the *Cook Do*<sup>®</sup> line and *Kellogg's*<sup>®</sup> products increased slightly.

Sales of products for the commercial market decreased slightly, influenced by the difficult environment regarding consumer spending at restaurants. Sales of  $ACTIVA^{\scriptsize @}$ , an enzyme (transglutaminase) used to enhance food texture and quality, to food processing companies were maintained at the same level as the previous first-quarter period, but sales of savory seasoning products decreased, as demand declined due to the impact of the earthquake.

**Delicatessen and bakery products:** Sales of lunchboxes and prepared dish delicatessen products grew favorably, while sales of bakery products increased slightly.

**Frozen foods:** Sales of products for the retail market increased steadily, reflecting a slight increase in sales of core product *Gyoza* and *Puripuri-no-Ebi Shumai* as well as strong growth in sales of *Yawaraka Wakadori Kara-Age* and rice products such as *Fried rice with various ingredients*. Sales of products for restaurant and institutional use remained at the same level as the previous first-quarter period, despite contributions from new products, partly due to a decline in consumer spending at restaurants after the earthquake.

Beverages: Beverage sales increased slightly.

# Overseas food products

Overseas food product sales decreased 1.7% (¥1.0 billion) to ¥57.4 billion, and operating income decreased 30.5% (¥2.6 billion) to ¥6.0 billion. The decrease in sales reflected the impact of foreign exchange rates. The substantial decrease in operating income was partly attributable to the impact of foreign exchange rates and higher raw material prices.

**Seasonings:** In Asia, sales of *AJI-NO-MOTO*<sup>®</sup> were at the same level as the previous first-quarter period, but sales of flavor seasonings for home use grew steadily, reflecting growth in sales volumes. In the Americas, sales increased, driven by strong sales of flavor seasonings for home use in South America. In Europe and Africa, sales increased substantially, reflected raised unit prices for *AJI-NO-MOTO*<sup>®</sup> for home use in West African countries.

**Processed foods:** In Asia, sales of instant noodles and powdered drink *Birdy*<sup>®</sup> *3in1* grew strongly, while sales of beverages such as *Birdy*<sup>®</sup> canned coffee also trended steadily.

**Umami seasonings for processed food manufacturers:** In Japan, sales volumes and sales of both *AJI-NO-MOTO*<sup>®</sup> for the food processing industry and nucleotides decreased due to the impact of the earthquake. Overseas, sales of *AJI-NO-MOTO*<sup>®</sup> for the food processing industry grew slightly, despite a decline in sales volumes, due to raised unit prices, but sales of nucleotides decreased considerably, as sales volumes declined, impacted increases in production by competitors.

# Bioscience products and fine chemicals

Bioscience products and fine chemicals sales decreased 0.6% (¥0.2 billion) to ¥51.8 billion. Operating income increased 21.4% (¥0.6 billion) to ¥3.5 billion.

**Feed-use amino acids:** Sales volumes and sales of Lysine both increased significantly, while sales of Threonine were maintained at the same level as the previous first-quarter period. Sales volumes and sales of Tryptophan both decreased substantially, but despite this sales trended favorably overall.



Amino acids for pharmaceuticals and foods: Sales decreased overall, despite a substantial increase in sales in Europe, reflecting a decrease in sales in North America due to the impact of foreign exchange rates and a substantial decline in sales in Japan on a fall in sales volumes.

**Sweeteners:** Sales of low-calorie sweeteners for home use and the restaurant market increased slightly. Sales of aspartame, a sweetener, for the processing industry decreased considerably, impacted by a decline in sales volumes as well as foreign exchange rates. Sales of powdered juice *Refresco MID*<sup>®</sup>, which contains aspartame, in South America grew strongly. Sales decreased overall.

Pharmaceutical fine chemicals: Sales in Europe decreased, attributable to a decline in sales volumes.

**Specialty chemicals:** Sales of cosmetic ingredients trended favorably in Japan and overseas. Sales of the amino acid-based cosmetics brand *Jino*<sup>®</sup> decreased significantly, reflecting a fall in sales volumes. Sales of insulation film for build-up printed wiring board decreased.

#### **Pharmaceuticals**

Pharmaceutical sales decreased 9.8% (¥2.1 billion) to ¥19.5 billion, and operating income decreased 63.5% (¥2.4 billion) to ¥1.4 billion. The decrease in sales reflected a decrease in sales of self-distributed products partly due to production stoppages for some products as a result of the earthquake, as well as a decrease in sales of products sold through business tie-ups. The substantial decrease in operating income was partly attributable to an increase in R&D expenses.

For self-distributed products, sales of  $ELENTAL^{@}$ , an elemental diet, increased slightly, but sales of  $LIVACT^{@}$ , a branched-chain amino acids formula for the treatment of liver cirrhosis, declined, and sales of infusions such as  $SOLITA^{@}-T$ , an electrolyte solution, decreased significantly. For products sold through business tie-ups, sales of risedronate such as  $ACTONEL^{@}$ , a preparation used in the treatment of osteoporosis, grew strongly, but sales of  $ATELEC^{@}$ , an antihypertensive calcium channel blocker, decreased, and sales of natiglinide such as non-insulin-dependent diabetes treatment  $FASTIC^{@}$  declined substantially.

# **Business tie-ups**

Business tie-up sales decreased 5.1% (¥2.3 billion) to ¥44.3 billion. Operating income increased 6.5% (¥23 million) to ¥0.3 billion.

**Edible oils:** Sales decreased on a decline in sales volumes.

Coffee products: Coffee product sales decreased slightly.

# Other business

Sales from other business decreased 9.6% (¥1.8 billion) to ¥17.6 billion. Operating loss decreased ¥97 million to ¥0.2 billion.

# (2) Qualitative information about consolidated financial position

Total assets as of June 30, 2011 were ¥1,064.3 billion, ¥13.0 billion less than the ¥1,077.4 billion recorded at the end of the previous fiscal year. The key factors contributing to this decrease were a decrease in cash and cash equivalents due to the share repurchase and a decline in the yen values of the balance sheets of overseas subsidiaries after translation.

Total interest-bearing debt increased ¥3.4 billion compared to the end of the previous fiscal year to ¥136.8 billion.

Net assets decreased ¥12.4 billion compared to the end of the previous fiscal year, despite an increase in retained earnings, influenced by factors such as the share repurchase and a change in foreign exchange



translation adjustments. Shareholders' equity, which is net assets minus minority interests, was ¥597.2 billion, and the shareholders' equity ratio was 56.1%.

# 3. Qualitative information about consolidated earnings forecasts

There is no change to the full-year forecasts for the fiscal year ending March 31, 2012 announced on May 9, 2011. Interim consolidated earnings forecasts have been omitted, as the Company conducts budgeting on a full-year basis, and management of progress in and evaluation of business results is conducted only for full-year periods.

# 2. SUMMARY INFORMATION (OTHER)

(1) Transfer of important subsidiaries:

No applicable items.

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

Method of estimating tax expenses

The Company and its main 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 first-quarter period under review, and applying this rate to net income before income taxes for the first-quarter period under review. However, for 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. Corporate tax adjustments have been presented by means of inclusion in the income taxes.

(3) Changes in accounting policy, changes in accounting estimates, and retrospective restatements: No applicable items.



# 3. CONSOLIDATED FIRST-QUARTER FINANCIAL STATEMENTS

# (1) Consolidated balance sheet

Millions of yen, rounded down

	As of end of first quarter (June 30, 2011)	Summarized balance sheet as of end of previous fiscal year (March 31, 2011)		
ASSETS		· · · · · · · · · · · · · · · · · · ·		
Current assets				
Cash on hand and in banks	116,490	141,801		
Notes and accounts receivable	193,613	195,465		
Marketable securities	406	511		
Goods and products	95,956	87,445		
Goods in process	7,487	7,370		
Raw materials and supplies	40,182	40,495		
Deferred tax assets	11,897	11,204		
Other	45,654	33,376		
Allowance for doubtful accounts	(1,197)	(1,238)		
Total current assets	510,490	516,432		
Fixed assets				
Tangible fixed assets				
Buildings and structures	350,981	350,654		
Accumulated depreciation and	(210,733)	(209,127)		
accumulated impairment losses				
Net buildings and structures	140,247	141,527		
Machinery and vehicles	506,681	508,083		
Accumulated depreciation and	(392,012)	(391,574)		
accumulated impairment losses				
Net machinery and vehicles	114,668	116,509		
Land	98,061	98,167		
Construction in progress	18,384	19,013		
OtherAccumulated depreciation and	69,715	69,345		
accumulated impairment losses	(57,024)	(56,513)		
Net other	12,690	12,832		
Total tangible fixed assets	384,053	388,050		
Intangible fixed assets				
Goodwill	28,448	29,586		
Other	34,875	35,901		
Total intangible fixed assets	63,324	65,488		
Investments and other assets	,	· · · · · · · · · · · · · · · · · · ·		
Investment in securities	83,731	83,105		
Long-term loans receivable	1,018	1,060		
Deferred tax assets	9,652	10,090		
Other	13,324	14,443		
Allowance for doubtful accounts	(983)	(988)		
Allowance for investment losses	(258)	(264)		
Total investment and other assets	106,484	107,447		
Total fixed assets	553,862	560,986		
Total Assets	1,064,352	1,077,418		



(Continued)

Millions of yen, rounded down

	As of end of first quarter (June 30, 2011)	Summarized balance sheet as of end of previous fiscal year (March 31, 2011)	
LIABILITIES		( , )	
Current liabilities			
Notes and accounts payable	108,518	103,420	
Short-term borrowings	21,048	16,209	
Current portion of long-term			
borrowings	5,293	5,316	
Accrued income taxes	8,124	7,900 6,784	
Bonus reserve	4,613		
Bonus reserve for directors and others	82	360	
Asset retirement obligations	6	64	
Other	71,529	78,286	
Total current liabilities	219,217	218,341	
Long-term liabilities			
Bonds	69,989	69,989	
Long-term debt	37,911	39,282	
Deferred tax liabilities	15,183	15,591	
Accrued employees' retirement	50.004	58,554	
benefits  Accrued officers' severance benefits	59,304	1,331	
	955	574	
Allowance for environmental measures .	574	540	
Asset retirement obligations	576		
Other	22,787	22,920	
Total long-term liabilities	207,283	208,786	
Total liabilities	426,500	427,127	
NET ASSETS			
Shareholders' equity			
Common stock	79,863	79,863	
Capital surplus	182,716	182,716	
Retained earnings	422,503	414,189	
Treasury stock	(17,050)	(2,514	
Total shareholders' equity	668,034	674,255	
Accumulated other comprehensive income (loss)			
Unrealized holding gain on securities	961	1,339	
Unrealized gain from hedging instruments	(91)	(31)	
Translation adjustments	(71,408)	(67,045)	
Adjustment in pension liabilities of overseas subsidiaries	(283)	(327)	
Total accumulated other	(70.004)	(00.004)	
comprehensive income (loss)  Minority interests	(70,821) 40,639	(66,064) 42,099	
Total net assets		650,291	
	637,852	<u> </u>	
Total Liabilities and Net Assets	1,064,352	1,077,418	



# (2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income Consolidated Statement of Income

Millions of yen, rounded down First quarter First quarter (April 1, 2011 (April 1, 2010 to June 30, 2011) to June 30, 2010) Net sales ..... 296,395 304.382 Cost of sales ..... 195,482 201,368 100,912 Gross profit ..... 103,014 Selling, general and administrative expenses ...... 79,240 81,179 Operating income..... 21,672 21,835 Non-operating income Interest income ..... 464 202 513 454 Dividend income ..... Equity in earnings of non-consolidated subsidiaries and 928 858 affiliates Other..... 402 1,107 Total non-operating income..... 2,309 2,623 Non-operating expenses 563 689 Interest expense ..... Other..... 784 1,395 Total non-operating expenses ..... 1,347 2,085 Ordinary income ..... 22,634 22,373 Extraordinary gains 270 Gain on sale of investment securities ..... 102 233 ..... 372 Total extraordinary gains..... 233 **Extraordinary losses** Loss on valuation of investment securities..... 24 7,689 799 Loss from natural disaster..... 442 1,599 Other..... Total extraordinary losses ..... 1,266 9,288 Net income before income taxes..... 21,739 13,318 6,313 Income taxes..... 4,624 Net income before minority interests..... 15,425 8,693 Minority interests..... 1,485 1,920 Net income..... 13,940 6,773



# **Consolidated Statement of Comprehensive Income**

	Millions of yen, rounded down				
	First quarter	First quarter			
	(April 1, 2011	(April 1, 2010			
	to June 30, 2011)	to June 30, 2010)			
Net income before minority interests	15,425	8,693			
Other comprehensive income (loss)					
Unrealized holding gain on securities	(388)	1,767			
Unrealized gain from hedging instruments	(47)	1			
Translation adjustments	(5,742)	(22,003)			
Adjustment in pension liabilities of overseas subsidiaries	43	16			
Share of other comprehensive income of equity-method					
affiliates	22	(665)			
Total other comprehensive income (loss)	(6,111)	(20,884)			
Comprehensive income (loss)	9,313	(12,190)			
(Breakdown)					
Comprehensive income attributable to parent					
company	9,183	(12,365)			
Comprehensive income attributable to minority					
interests	130	175			



# (3) Notes regarding premise of a going concern

No applicable items

# (4) Segment information

- I. First quarter of the fiscal year ending March 31, 2012 (April 1, 2011 June 30, 2011)
- 1. Information on sales and income or loss by reporting segment

# Millions of yen, rounded down

	Reporting segment							
	Domestic Food Products	Overseas Food Products	Bioscience Products and Fine Chemicals	Pharma- ceuticals	Business Tie-ups	Other Business*1	Adjustment amount	Consolidated
Sales								
<ul><li>(1) Sales to third parties</li><li>(2) Intra-group sales and</li></ul>	105,455	57,499	51,868	19,551	44,395	17,625		296,395
transfers	1,713	2,042	1,141	25	83	16,470	(21,476)	
Total sales	107,169	59,541	53,009	19,577	44,478	34,096	(21,476)	296,395
Segment income (loss) (Operating income (loss))	10,539	6,038	3,576	1,408	384	(274)		21,672

Notes 1. Other Business includes the wellness business, the packaging business, the logistics business and other service businesses.

# 2. Changes to reporting segments

In response to changes to internal administrative systems at the Company, effective the first-quarter period under review changes have been made to the method used to calculate income or loss by reporting segment.

The main points of change are: the discontinuation of system under which quasi-royalties/quasi-commissions were borne by each reporting segment in accordance with its sales; the change in the reporting segment for recording the amount allocated to inventory with respect to cost variances under the standard cost accounting system adopted by the Company and the adjustment amount with respect to reporting segments recording adjustments to valuation of inventory at the Company; the allocation to each reporting segment, proportionally to sales, total assets and number of employees, of shared company-wide expenses including expenses associated with the Company's administrative divisions and expenses associated with some research facilities.

A restatement of the figures for last year based on the new calculation method is presented in "II. First quarter of the fiscal year ended March 31, 2011 (April 1, 2010 – June 30, 2010), 1. Information on sales and income or loss by reporting segment."

# 3. Information by region

#### Millions of ven. rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Total
Sales	193,498	50,134	29,844	22,917	296,395
Percentage of total consolidated sales	65.3%	16.9%	10.1%	7.7%	100.0%

Notes 1. Sales are based on the location of customers, and are classified by country or region.

2. Main countries and regions in segments other than "Japan":

"Asia": Countries of East and Southeast Asia

"Americas": Countries of North and South America

"Europe": Countries of Europe and Africa



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

No material occurrences or changes in the first-quarter period under review.

# II. First quarter of the fiscal year ended March 31, 2011 (April 1, 2010 - June 30, 2010)

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

#### Millions of yen, rounded down

	Reporting segment							
	Domestic Food Products	Overseas Food Products	Bioscience Products and Fine Chemicals	Pharma- ceuticals	Business Tie-ups	Other Business*1	Adjustment amount*2	Consolidated
Sales								
<ul><li>(1) Sales to third parties</li><li>(2) Intra-group sales and</li></ul>	105,576	58,509	52,158	21,669	46,787	19,501		304,382
transfers	1,628	1,683	1,338	31	32	14,954	(19,669)	
Total sales	107,385	60,193	53,496	21,700	46,820	34,456	(19,669)	304,382
Segment income (loss) (Operating income (loss))	6,350	8,691	2,947	3,857	361	(371)		21,835

#### Notes

- 1. Other business includes the wellness business, the packaging business, the logistics business and other service businesses.
- 2. Segment income is restated based on the new calculation method. For details on the changes in the calculation method, please see "I. First quarter of the fiscal year ending March 31, 2012 (April 1, 2011 June 30, 2011), 2. Changes to reporting segments".

# 2. Information by region

# Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Total
Sales	201,102	49,365	29,541	24,373	304,382
Percentage of total consolidated sales	66.1%	16.2%	9.7%	8.0%	100.0%

## Notes

- 1. Sales are based on the location of customers, and are classified by country or region.
- Main countries and regions in segments other than "Japan":

"Asia": Countries of East and Southeast Asia

"Americas": Countries of North and South America

"Europe": Countries of Europe and Africa

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

No material occurrences or changes in the previous first-quarter period.



# (Reference)

# Segment information by geographical area

First quarter of the fiscal year ending March 31, 2012 (April 1, 2011 to June 30, 2011)

### Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties	199,822	44,230	29,247	23,095	296,395
Operating income	11,704	5,976	1,177	2,814	21,672

First quarter of the fiscal year ended March 31, 2011 (April 1, 2010 to June 30, 2010)

#### Millions of yen, rounded down

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties	208,463	43,880	28,714	23,324	304,382
Operating income	9,947	7,737	2,196	1,953	21,835

#### 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 and South America
  - "Europe": Countries of Europe and Africa
- 3. In response to changes to internal administrative systems at the Company, changes have been made to the method used to calculate profit and loss by geographical area segment. The "adjustment amount" is allocated to each geographical area segment by calculating the ratio of net income, total assets and the number of employees.

# (5) Notes regarding marked changes in amount of shareholders' equity

The Company resolved at a Board of Directors meeting on May 9, 2011 on matters pertaining to a share repurchase based on Article 156 of the Companies Act as applied pursuant to Article 165-3 of the same act. Subsequently, in the period until June 30, 2011 the Company repurchased, in the market through a trust bank, 15,527,000 shares of common stock for ¥14,526 million.