

# Ajinomoto Co., Inc.

## Consolidated Interim Results

Interim Period Ended September 30, 2012

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.

## SUMMARY OF FINANCIAL STATEMENTS (Consolidated)

For the interim period ended September 30, 2012

November 5, 2012

### Ajinomoto Co., Inc.

Stock Code:	2802	Listed exchanges:	Tokyo, Osaka
<a href="http://www.ajinomoto.com">http://www.ajinomoto.com</a>		Inquiries:	Yukihiko Kobayashi
President:	Masatoshi Ito		General Manager
Scheduled date of submission of quarterly report:	November 12, 2012		Finance Department
Creation of supplementary quarterly results materials:	Yes		Telephone: 813 5250-8161
Quarterly results briefing:	Yes (for analysts)		Scheduled date of payment of dividend: December 4, 2012

### 1. Consolidated Financial Results for the Interim Period Ended September 30, 2012

#### 1) Consolidated Operating Results

Millions of yen, rounded down

	Interim period ended September 30, 2012		Interim period ended September 30, 2011	
		Change %		Change %
Net sales .....	598,860	(0.9)	604,110	(1.9)
Operating income .....	36,887	(13.4)	42,594	2.0
Ordinary income .....	39,257	(11.0)	44,132	4.7
Net income .....	41,106	59.8	25,715	45.8
Net income per share (¥) .....	¥61.92		¥37.52	
Fully diluted earnings per share (¥) .....	--	--	--	--

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

Comprehensive income (loss):

Interim period ended September 30, 2012: ¥18,301 million      Interim period ended September 30, 2011: (¥8,135) million

#### 2) Financial Position

Millions of yen, rounded down

	As of September 30, 2012	As of March 31, 2012
Total assets .....	1,029,838	1,097,057
Net assets .....	629,442	650,159
Shareholders' equity ratio (%) .....	56.9%	55.2%

Note: Shareholders' equity As of September 30, 2012: ¥585,962 million

As of March 31, 2012: ¥605,349 million

### 2. Dividends

	FY ended March 31, 2012	FY ending March 31, 2013	FY ending March 31, 2013 (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, 2013

Millions of yen, rounded down

	FY ending March 31, 2013	
		Change %
Net sales.....	1,221,000	2.0
Operating income (loss).....	73,500	1.3
Ordinary income (loss).....	76,500	0.8
Net income (loss).....	47,000	12.6
Net income per share .....	72.22	--

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

Revisions to consolidated earnings forecasts in the interim period under review: Yes

Ajinomoto Co., Inc ("the Company") has revised its consolidated forecasts for the fiscal year ending March 31, 2013, which were announced on May 8, 2012. For more information, please refer to the Company's press release of November 5, 2012.

### 4. Other

1) Transfer of important subsidiaries during the period (transfer of specified subsidiaries resulting in changes in the scope of consolidation): No

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

Note: For more information, see page 8, "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: No

(3) Changes in accounting estimates: Yes

(4) Retrospective restatements: No

Note: In accordance with article 10-5 of "Regulations concerning the terms, forms and preparation methods for quarterly consolidated financial statements." Please see page 8, "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):

September 30, 2012: 678,980,654 shares                      March 31, 2012: 678,980,654 shares

(2) Number of treasury shares at end of period

September 30, 2012: 30,600,502 shares                      March 31, 2012: 2,298,309 shares

(3) Average number of shares during period

April 1, 2012 to September 30, 2012: 663,879,304 shares      April 1, 2011 to September 30, 2011: 685,476,618 shares

\*Status of implementation of quarterly review procedures

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 INTERIM PERIOD 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 Monday, November 5, 2012.

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## 1. QUALITATIVE INFORMATION ON INTERIM PERIOD CONSOLIDATED RESULTS

### (1) Qualitative information about consolidated operating results

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

In the interim period under review (April 1, 2012 to September 30, 2012), the European debt crisis brought anxiety to the financial markets and sluggish economic growth in China created a general slowdown and a weak recovery trend in the global economy as a whole.

The Japanese economy, despite gradual signs of recovery supported by demand in recovery from the Great East Japan Earthquake, has been impacted by the prolonged appreciation of the yen, and the outlook for economic recovery remains uncertain.

The environment in the Japanese food industry remained challenging, with raw material costs remaining at a high level and the market in a mild deflationary phase.

Within this environment, consolidated sales for the interim period decreased 0.9% (¥5.2 billion) to ¥598.8 billion, operating income decreased 13.4% (¥5.7 billion) to ¥36.8 billion, and ordinary income decreased 11.0% (¥4.8 billion) to ¥39.2 billion. Net income increased 59.8% (¥15.3 billion) to ¥41.1 billion, reflecting the recording of an extraordinary gain of ¥27.7 billion associated with the return of the substitutional portion of the welfare pension fund.

### Consolidated operating results by segment

Consolidated operating results by business segment are as follows:

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

*Billions of yen, rounded down*

	Net sales	YoY change -amount	YoY change - percent	Operating income	YoY change -amount	YoY change - percent
Domestic food products	226.5	4.9	2.2%	17.2	(1.0)	(5.7%)
Overseas food products	114.8	(0.1)	(0.1%)	10.2	(1.3)	(11.6%)
Bioscience products and fine chemicals	96.9	(1.7)	(1.7%)	7.2	0.9	15.2%
Pharmaceuticals	35.9	(5.4)	(13.1%)	1.8	(3.6)	(67.2%)
Business tie-ups	88.6	(2.1)	(2.4%)	0.7	(0.0)	(4.1%)
Other business	36.0	(0.7)	(2.2%)	(0.4)	(0.5)	--
<b>Total</b>	<b>598.8</b>	<b>(5.2)</b>	<b>(0.9%)</b>	<b>36.8</b>	<b>(5.7)</b>	<b>(13.4%)</b>

Note: Domestic and overseas sales of *ACTIVA*<sup>®</sup> products to food processing companies, savory seasonings and frozen food products are included in domestic food products.

### **Domestic food products**

Domestic food product sales increased 2.2% (¥4.9 billion) to ¥226.5 billion, and operating income decreased 5.7% (¥1.0 billion) to ¥17.2 billion. Sales increased due to growth in sales of seasonings and processed foods, and frozen foods. The decrease in operating income from the previous interim period is partly attributable to the decrease in selling expenses in the previous year as a result of the impact of the earthquake.

**Seasonings and processed foods:** In seasonings and processed foods for the retail market, sales of the *Cook Do*<sup>®</sup> line increased substantially and sales of Chinese dashi products trended strongly. Sales of consommé and mayonnaise products were also steady. Sales of *Kellogg's*<sup>®</sup> were largely unchanged from the previous interim period. Sales of umami seasoning *AJI-NO-MOTO*<sup>®</sup> and *HON-DASHI* declined, as did sales of

soups.

In seasonings and processed foods for the commercial market, sales promotion activities suggesting new uses for seasonings were successful and sales trended steadily. Sales of *ACTIVA*<sup>®</sup>, an enzyme (transglutaminase) used to enhance food texture and quality which is targeted toward food processing companies, increased from the previous interim period, reflecting new contracts with domestic customers, and sales of savory seasoning products also showed a slight increase.

**Delicatessen and bakery products:** Sales of lunchboxes and prepared dish delicatessen products trended steadily and sales of bakery products were in line with the previous interim period.

**Frozen foods:** In frozen foods for the domestic market, sales of *Puripuri-no-Ebi Shumai* and *Yawaraka Wakadori Kara-Age* declined slightly from the previous interim period but overall sales progressed steadily due to significantly higher sales of *Fried rice with various ingredients*, strong sales of *Gyoza*, and other naturally defrosting products for use in lunch boxes such as *Ebiyose Fry*, along with the resumption in sales of products which had been stopped following the earthquake.

Sales of products for restaurant and institutional use were largely unchanged.

**Beverages:** Beverage sales increased steadily overall, attributable to growth in sales of main products.

#### Overseas food products

Sales were largely unchanged with a decrease of 0.1% to ¥114.8 billion, with the negative impact of foreign exchange rate movements offset by high sales of seasonings and processed foods. Operating income decreased 11.6% (¥1.3 billion) to ¥10.2 billion, which was partly attributable to the impact of foreign exchange rates.

**Seasonings:** In Asia, due to growth in sales volume of *AJI-NO-MOTO*<sup>®</sup> and flavor seasonings, sales progressed steadily. In the Americas, sales of flavor seasonings in South America declined, attributable to the impact of exchange rates, and overall sales were also slightly lower. In Europe and Africa, despite a decline in sales of *AJI-NO-MOTO*<sup>®</sup> in West African countries, overall sales reached the same level as in the previous interim period.

**Processed foods:** In Asia, sales of beverages such as powdered drink *Birdy*<sup>®</sup> *3in1* and *Birdy*<sup>®</sup> canned coffee increased, and sales of instant noodles showed favorable growth.

**Umami seasonings for processed food manufacturers:** In Japan, sales volumes of nucleotides, which declined as a result of last year's earthquake, recovered and sales grew favorably. Sales of *AJI-NO-MOTO*<sup>®</sup> for the food processing industry decreased, with a fall in sales volume only partially offset by a price increase. Overseas, sales volume of nucleotides grew, mainly in Asia, and sales also increased significantly. However, sales of *AJI-NO-MOTO*<sup>®</sup> for the food processing industry decreased significantly, impacted by unfavorable exchange rates and a decline in sales volumes attributable to increases in exports by competitors.

#### Bioscience products and fine chemicals

Bioscience products and fine chemicals sales decreased 1.7% (¥1.7 billion) to ¥96.9 billion. Operating income increased 15.2% (¥0.9 billion) to ¥7.2 billion.

**Feed-use amino acids:** Although unit prices for Lysine, Threonine and Tryptophan were lower, and there was also negative impact from exchange rates, overall sales increased slightly as a result of higher sales volumes of Lysine and substantially higher sales of Tryptophan.

**Amino acids for pharmaceuticals and foods:** Sales in Japan decreased slightly. Overseas, sales in Europe declined slightly due to the impact of exchange rates while sales in North America increased, with the result that overall sales showed a small increase.

**Sweeteners:** Sales of low calorie sweeteners for the Japanese retail and restaurant market trended positively, but sales of sweetener aspartame for the processing industry declined, affected by both a fall in volume and the impact of foreign exchange rates. Sales volumes in South America of powdered juice *Refresco MID*<sup>®</sup>, which contains aspartame, progressed favorably, but sales recorded for the period were lower, also impacted by foreign exchange rates.

**Pharmaceutical fine chemicals:** Overall sales decreased considerably, influenced by a significant fall in sales recorded in Europe, which were impacted by foreign exchange rates.

**Specialty chemicals:** Sales of cosmetic ingredients decreased in Japan and overseas. Sales of the amino acid-based cosmetics brand *Jino*<sup>®</sup> decreased. Sales of insulation film for build-up printed wiring board increased.

### Pharmaceuticals

Pharmaceutical sales decreased 13.1% (¥5.4 billion) to ¥35.9 billion, and operating income decreased 67.2% (¥3.6 billion) to ¥1.8 billion. Sales of self-distributed products were in line with the previous period, with the impact of NHI drug price revisions balanced by contribution from sales of in-licence products. Sales of products sold through business tie-ups decreased substantially, impacted by NHI drug price revisions, competitor products and reduced royalty revenues. This resulted in an overall decrease in sales. Operating income declined substantially, impacted by the decline in sales.

For self-distributed products, sales of *LIVACT*<sup>®</sup>, a branched-chain amino acids formula for the treatment of liver cirrhosis, were in line with the previous interim period, but sales declines were recorded for infusions such as *SOLITA*<sup>®-T</sup>, an electrolyte solution, and *ELENTAL*<sup>®</sup>, an elemental diet. For products sold through business tie-ups, substantial sales increases were recorded for nateglinide products such as non-insulin-dependent diabetes treatment *FASTIC*<sup>®</sup>, while significant sales decreases were recorded for cilnidipine products such as *ATELEC*<sup>®</sup>, an antihypertensive calcium channel blocker, and risedronate products such as *ACTONEL*<sup>®</sup>, a preparation used in the treatment of osteoporosis.

### Business tie-ups

Business tie-up sales decreased 2.4% (¥2.1 billion) to ¥88.6 billion. Operating income decreased 4.1% (¥33 million) to ¥0.7 billion.

**Edible oils:** Sales volumes were in line with the interim period of the previous year, but sales decreased on a reduction in unit prices.

**Coffee products:** Coffee product sales decreased slightly.

### Other business

Sales from other business decreased 2.2% (¥0.7 billion) to ¥36.0 billion. An operating loss of ¥0.4 billion was recorded.

## (2) Qualitative information about consolidated financial position

Total assets as of September 30, 2012 were ¥1,029.8 billion, ¥67.2 billion less than the ¥1,097.0 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 share repurchases and a decline in the yen values of the balance sheets of overseas subsidiaries after translation.

Total debt decreased ¥46.5 billion to ¥400.3 billion, compared to ¥446.8 billion at the end of the previous fiscal year. The key factors contributing to this decrease were the return of the substitutional portion of the Ajinomoto employees' welfare pension fund related to past employee service, and a reduction in the provision for retirement benefits.

Total interest-bearing debt decreased ¥8.4 billion compared to the end of the previous fiscal year to ¥121.5 billion.

Net assets decreased ¥20.7 billion compared to the end of the previous fiscal year, despite an increase in retained earnings, influenced by factors such as the repurchase of shares and changes in foreign exchange translation adjustments. Shareholders' equity, which is net assets minus minority interests, was ¥585.9 billion, and the shareholders' equity ratio was 56.9%.

### **(3) Qualitative information about consolidated earnings forecasts**

Based on the Group's performance in the first six months of the fiscal year and a review of its full-year earnings forecasts, Ajinomoto Co., Inc has revised the full-year forecasts for the fiscal year ending March 31, 2013 that the Company announced on May 8, 2012.

For more information, please refer to the Company's press release of November 5, 2012.

## **2. SUMMARY INFORMATION (NOTES)**

### **(1) Transfer of important subsidiaries in the quarterly period under review:**

No applicable items.

### **(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 interim period under review, and applying this rate to net income before income taxes for the interim 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:**

(Change in depreciation method)

Effective the first-quarter period of the fiscal year ending March 31, 2013 and in line with the corporation tax revision, the Company and its domestic consolidated subsidiaries have changed to a depreciation method based on the revised Corporation Tax Act for tangible fixed assets acquired on or after April 1, 2012.

The effect of this change on interim-period operating income, ordinary income and net income before income taxes is immaterial.



### 3. CONSOLIDATED INTERIM PERIOD FINANCIAL STATEMENTS

#### (1) Consolidated balance sheet

Millions of yen, rounded down

	As of end of interim period (September 30, 2012)	As of end of previous fiscal year (March 31, 2012)
<b>ASSETS</b>		
<b>Current assets</b>		
Cash on hand and in banks .....	88,521	149,913
Notes and accounts receivable.....	206,501	206,952
Marketable securities.....	1,090	414
Goods and products .....	98,884	96,855
Goods in process.....	8,136	7,960
Raw materials and supplies.....	43,220	42,842
Deferred tax assets.....	8,835	8,329
Other.....	39,319	30,282
Allowance for doubtful accounts .....	(1,038)	(1,173)
Total current assets .....	493,473	542,375
<b>Fixed assets</b>		
<b>Tangible fixed assets</b>		
Buildings and structures .....	344,425	350,782
Accumulated depreciation and accumulated impairment losses.....	(211,208)	(213,132)
Net buildings and structures.....	133,217	137,649
Machinery and vehicles .....	496,313	508,031
Accumulated depreciation and accumulated impairment losses .....	(386,159)	(392,678)
Net machinery and vehicles .....	110,153	115,352
Land.....	97,460	96,139
Construction in progress .....	25,514	26,598
Other.....	71,456	71,837
Accumulated depreciation and accumulated impairment losses .....	(59,170)	(58,893)
Net other .....	12,286	12,944
Total tangible fixed assets .....	378,632	388,683
<b>Intangible fixed assets</b>		
Goodwill .....	23,370	25,080
Other.....	32,752	34,107
Total intangible fixed assets .....	56,122	59,188
<b>Investments and other assets</b>		
Investment in securities .....	83,054	84,491
Long-term loans receivable.....	968	1,057
Deferred tax assets.....	5,669	7,796
Other.....	13,193	14,723
Allowance for doubtful accounts .....	(711)	(789)
Allowance for investment losses.....	(565)	(470)
Total investment and other assets.....	101,609	106,808
Total fixed assets .....	536,364	554,681
<b>Total Assets.....</b>	<b>1,029,838</b>	<b>1,097,057</b>

(Continued)

Millions of yen, rounded down

	As of end of interim period (September 30, 2012)	As of end of previous fiscal year (March 31, 2012)
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Notes and accounts payable.....	111,464	112,965
Short-term debt.....	12,206	17,790
Current portion of bonds	20,000	-
Current portion of long-term debt.....	3,673	4,406
Accrued income taxes .....	2,269	9,465
Bonus reserve.....	6,023	6,896
Bonus reserve for directors and others..	209	357
Asset retirement obligations.....	0	-
Other.....	83,025	87,572
Total current liabilities.....	238,871	239,455
<b>Long-term liabilities</b>		
Bonds.....	49,991	69,990
Long-term debt .....	33,142	34,847
Deferred tax liabilities .....	23,345	14,786
Accrued employees' retirement benefits.....	31,149	62,962
Accrued officers' severance benefits .....	758	1,016
Allowance for environmental measures ..	481	506
Asset retirement obligations.....	597	584
Other.....	22,057	22,747
Total long-term liabilities.....	161,524	207,442
Total liabilities.....	400,395	446,897
<b>NET ASSETS</b>		
<b>Shareholders' equity</b>		
Common stock.....	79,863	79,863
Capital surplus .....	162,381	162,381
Retained earnings.....	480,378	444,728
Treasury stock .....	(33,782)	(2,219)
Total shareholders' equity.....	688,842	684,755
<b>Accumulated other comprehensive income (loss)</b>		
Unrealized holding gain on securities ....	3,152	2,678
Unrealized gain from hedging instruments .....	(36)	(1)
Translation adjustments.....	(105,543)	(81,603)
Adjustment in pension liabilities of overseas subsidiaries.....	(452)	(478)
Total accumulated other comprehensive income (loss) .....	(102,880)	(79,405)
<b>Minority interests.....</b>	43,480	44,809
Total net assets.....	629,442	650,159
<b>Total Liabilities and Net Assets .....</b>	<b>1,029,838</b>	<b>1,097,057</b>

## (2) Consolidated statement of income

Millions of yen, rounded down

	Interim period ended September 30, 2012	Interim period ended September 30, 2011
Net sales .....	598,860	604,110
Cost of sales .....	394,561	397,286
Gross profit .....	204,298	206,823
Selling, general and administrative expenses .....	167,410	164,229
Operating income .....	36,887	42,594
<b>Non-operating income</b>		
Interest received .....	847	904
Dividend income .....	666	562
Equity in earnings of non-consolidated subsidiaries and affiliates.....	1,311	1,048
Other.....	1,311	1,494
Total non-operating income.....	4,137	4,010
<b>Non-operating expenses</b>		
Interest expense .....	1,021	1,087
Other.....	745	1,385
Total non-operating expenses .....	1,767	2,472
Ordinary income .....	39,257	44,132
<b>Extraordinary gains</b>		
Gain on transfer of benefit obligation relating to employees' pension fund .....	27,752	-
Other.....	1,455	515
Total extraordinary income .....	29,208	515
<b>Extraordinary losses</b>		
Loss on devaluation of securities .....	2,704	9
Other.....	1,755	3,443
Total extraordinary losses .....	4,459	3,452
Net income before income taxes.....	64,005	41,195
Income taxes .....	19,714	12,458
Net income before minority interests.....	44,291	28,737
Minority interests .....	3,185	3,021
<b>Net income.....</b>	<b>41,106</b>	<b>25,715</b>

## Consolidated statement of comprehensive income

Millions of yen, rounded down

	Interim period ended September 30, 2012	Interim period ended September 30, 2011
Net income before minority interests.....	44,291	28,737
<b>Other comprehensive income (loss)</b>		
Unrealized holding gain on securities .....	533	(424)
Unrealized gain from hedging instruments .....	16	(46)
Translation adjustments .....	(25,649)	(35,370)
Adjustment in pension liabilities of overseas subsidiaries ...	26	58
Share of other comprehensive income of equity-method affiliates .....	(917)	(1,088)
Total other comprehensive income (loss) .....	(25,989)	(36,872)
<b>Comprehensive income (loss).....</b>	<b>18,301</b>	<b>(8,135)</b>
(Breakdown)		
Comprehensive income attributable to parent company .....	17,631	(7,461)
Comprehensive income attributable to minority interests .....	669	(673)

### (3) Notes regarding premise of a going concern

No applicable items

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

The Company resolved at a Board of Directors meeting on May 8, 2012 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 from May 9, 2012 to September 30, 2012 the Company repurchased, in the market through a trust bank, 28,144,000 shares of common stock for ¥31,388 million.

### (5) Segment information

#### I. Interim period of the fiscal year ending March 31, 2013 (April 1, 2012 – September 30, 2012)

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

Millions of yen, rounded down

	Reporting segment					Other Business*1	Adjustment amount	Consolidated
	Domestic Food Products	Overseas Food Products	Bioscience Products and Fine Chemicals	Pharmaceuticals	Business Tie-ups			
Sales								
(1) Sales to third parties.....	226,515	114,832	96,922	35,926	88,650	36,011	--	598,860
(2) Intra-group sales and transfers.....	4,577	3,362	3,369	46	148	29,729	(41,234)	--
Total sales .....	231,093	118,195	100,292	35,973	88,799	65,741	(41,234)	598,860
Segment income (loss)								
(Operating income (loss))...	17,279	10,249	7,268	1,801	777	(487)	--	36,887

Note 1. Other Business includes the wellness business, 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 .....	398,360	99,846	58,199	42,453	598,860
Percentage of total consolidated sales .....	66.5%	16.7%	9.7%	7.1%	100.0%

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

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

No material occurrences or changes in the interim period under review.

## II. Interim period of the fiscal year ended March 31, 2012 (April 1, 2011 – September 30, 2011)

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

Millions of yen, rounded down

	Reporting segment					Other Business*1	Adjustment amount	Consolidated
	Domestic Food Products	Overseas Food Products	Bioscience Products and Fine Chemicals	Pharmaceuticals	Business Tie-ups			
Sales								
(1) Sales to third parties.....	221,539	114,976	98,630	41,344	90,808	36,811	--	604,110
(2) Intra-group sales and transfers.....	2,953	3,698	2,580	52	139	33,553	(42,977)	--
Total sales .....	224,493	118,674	101,210	41,397	90,947	70,364	(42,977)	604,110
Segment income (loss)								
(Operating income (loss))...	18,327	11,591	6,309	5,494	810	61	--	42,594

Note 1. Other Business includes the wellness business, 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 .....	401,758	99,968	58,977	43,404	604,110
Percentage of total consolidated sales .....	66.5%	16.5%	9.8%	7.2%	100.0%

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

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

No material occurrences or changes in the previous interim period.

**(Reference)**

**Segment information by geographical area**

Interim period of the fiscal year ending March 31, 2013 (April 1, 2012 to September 30, 2012)

*Millions of yen, rounded down*

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties .....	408,936	91,963	55,840	42,119	598,860
Operating income.....	18,488	11,490	4,711	2,197	36,887

Interim period of the fiscal year ended March 31, 2012 (April 1, 2011 to September 30, 2011)

*Millions of yen, rounded down*

	"Japan"	"Asia"	"Americas"	"Europe"	Consolidated
Sales to third parties .....	413,106	89,207	57,790	44,005	604,110
Operating income.....	23,760	11,486	3,764	3,583	42,594

- 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

**(6) Important post-balance sheet events**

The Company resolved at a Board of Directors meeting on May 8, 2012 to sell all outstanding shares of its wholly owned subsidiary Calpis Co., Ltd. (Calpis) to Asahi Group Holdings, Ltd. (Asahi GH), and on the same day concluded a contract with Asahi GH for the transfer of the shares. Calpis was a specified subsidiary as provided by Article 19-10 of the Cabinet Office Order on Disclosure of Corporate Information, etc.

In accordance with the contract, on October 1, 2012, the Company closed the sale of its entire holding of Calpis shares to Asahi GH.

<Reason for sale of shares>

Under the FY2011-2013 Medium-Term Management Plan, the Company is focusing resources on the core businesses of "seasonings & food products" and "advanced bioscience & fine chemicals" to generate growth and reinforce its business structure toward becoming a genuine global company.

Calpis has focused its operations on lactic acid beverages since its establishment in 1917. Its flagship Calpis brand was the first such beverage in Japan.

The Company became the largest Calpis shareholder in 1990, integrated Calpis by acquiring 100% of its outstanding shares in October 2007, accelerated overseas development of its beverage business, and expanded its operations while leveraging synergies in functional areas including purchasing and logistics.

Under these circumstances, the Company carefully considered a formal proposal from Asahi GH in January 2012 to purchase Calpis's shares.

Asahi GH expressed its desire to expand Calpis as a key component for growing its core beverage business, citing a strong appreciation for the Calpis brand and Calpis's technology for utilizing lactobacillus and microorganisms, corporate culture and history spanning more than 90 years, and outstanding human resources. Moreover, Calpis and Asahi GH group company Asahi Soft Drinks Co., Ltd. have been building mutual trust through their joint business for vending machine beverages.

After due consideration of these issues, the Company decided that selling its Calpis shares to Asahi GH would contribute to the Company's plan to concentrate on core businesses, and would further optimize growth over the long term for Calpis. The



Company therefore decided to conclude the contract.

<Overview of Calpis>

- |                       |   |
|-----------------------|---|
| 1) Corporate name     | Calpis Co., Ltd.  |
| 2) Outstanding shares | 73,936,871 shares   |
| 3) Main business      | Manufacture and sale of beverages, functional health foods and drinks, dairy products, alcoholic beverages, feed additives, etc., and other business activities |

<Overview of transactions between the Company and Calpis>

The Company purchases and sells Calpis products and the companies engage in joint raw materials purchasing and logistics.

<Overview of sale>

- |                                |                                    |
|--------------------------------|------------------------------------|
| 1) Closing date                | October 1, 2012                    |
| 2) Number of shares to be sold | 73,936,871 shares (entire holding) |
| 3) Sale price                  | 121.7 billion yen*                 |
- \*The sale price includes dividends from retained earnings paid to Ajinomoto in September 2012 by Calpis of JPY 27.0 billion.
- |   |    |
|---|----|
| 4) The Company's ownership ratio after sale | -% |
|---|----|

<Segment to which Calpis belongs in "Segment Information">

Domestic Food Products