

Consolidated Results

Third Quarter Ended December 31, 2007

1. Overview
2. Financial Position
3. Segment Information
4. Outlook for FY ending March 31, 2008

January 31, 2008
Ajinomoto Co., Inc.

AJINOMOTO. 1. (1) Overview of Results

	(¥ Billion)											
	Apr.-Dec. 2007	Apr.-Dec. 2006	YoY change		FY 2007 (Forecast)	Progress	Oct.-Dec. 2007	Oct.-Dec. 2006	YoY change			
			Amount	%					Amount	%		
Net sales	933.2	880.7	52.5	6%	1,225.0	76%	323.6	306.3	17.3	6%		
Domestic Food Products	487.5	478.3	9.2	2%	645.0	76%	172.3	166.7	5.7	3%		
Overseas Food Products	118.4	93.3	25.0	27%	150.0	79%	41.5	33.4	8.1	24%	<Reference>	
Amino Acids	217.2	200.5	16.7	8%	285.0	76%	72.0	70.0	1.9	3%	Impact of changes in dep. method (full year)	
Pharmaceuticals	65.5	63.7	1.8	3%	84.5	78%	23.0	21.9	1.0	5%		
Other	44.7	44.8	-0.2	-0%	60.5	74%	14.9	14.3	0.5	4%		
Operating income	53.1	50.7	2.4	5%	75.0 - 77.5	71% - 69%	24.6	23.1	1.5	7%		2.5-3.0
Domestic Food Products	15.0	22.1	-7.1	-32%	28.7	52%	8.3	10.4	-2.0	-20%		over 1.0
Overseas Food Products	12.9	7.7	5.2	68%	13.1	98%	5.0	3.3	1.6	49%	none	
Amino Acids	15.8	12.1	3.7	31%	23.5 - 26.0	67% - 61%	7.8	5.4	2.4	44%	over 1.0	
Pharmaceuticals	13.4	12.9	0.5	4%	14.5	92%	4.7	5.3	-0.5	-10%	0.2-0.3	
Other	2.3	2.2	0.1	4%	3.2	71%	0.8	0.5	0.3	52%	approx. 0.1	
Corporate and Eliminations	-6.2	-6.3	0.1	-1%	-8.0	77%	-2.0	-1.8	-0.2	8%	approx. 0.1	
Ordinary income	53.4	50.9	2.5	5%	70.0 - 72.5	76% - 74%	25.9	23.6	2.3	10%		
Net income	30.3	28.5	1.8	6%	33.5 - 35.0	90% - 86%	16.3	14.9	1.4	9%		
Exchange rate												
JPY/USD	117.35	116.18			117.00							
JPY/EUR	162.85	148.01			157.95							

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

<Reference>

	(¥ Billion)										
	Apr.-Dec. 2007	Apr.-Dec. 2006	YoY Change		FY 2007 (Forecast)	Progress	Oct.-Dec. 2007	Oct.-Dec. 2006	YoY Change		
			Amount	%					Amount	%	
Operating income											
Feed-use amino acids	4.0	-0.3	4.3	-	5.0 - 7.5	80% - 54%	3.1	1.0	2.2	220%	
Others	49.1	51.0	-1.9	-4%	70.0	70%	21.5	22.1	-0.6	-3%	

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

1.(2) Comments on Results for the First Nine Months of FY2007

Effect of exchange rate

- * Positive effect of ¥26.1 billion on net sales, ¥2.3 billion on operating income cumulatively from Apr. to Dec. compared with previous year, with particularly strong impact from Thai Baht, Euro and Brazilian Real.
- * No improvement in profitability of U.S. dollar-denominated transactions of overseas subsidiaries due to continued strong Brazilian Real and Thai Baht vs. U.S. dollar.

Net sales

			(¥ Billion)		
Apr.-Dec. 2007	Progress	YoY Change	Oct.-Dec. 2007	YoY Change	
933.2	76%	6%	Net sales	323.6	6%

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

- * Progress toward full-year forecast on track overall. Solid performance by “Overseas Food Products” and “Pharmaceuticals” segments.
- * Increased sales in every business segment from Oct. to Dec. (hereafter, “Q3”) compared with previous Q3.

Operating income

			(¥ Billion)		
Apr.-Dec. 2007	Progress	YoY Change	Oct.-Dec. 2007	YoY Change	
660.0	76%	4%	Cost of sales	216.7	0%
220.1	76%	11%	SG&A	82.3	22%
53.1	69% - 71%	5%	Operating income	24.6	7%

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

- * Behind in overall progress toward full-year forecast, with tough conditions in “Domestic Food Products” segment continuing from interim period.
- * In Q3, the cost of sales ratio decreased and the SG&A expense ratio increased from the previous Q3 with the consolidation of Calpis Co., Ltd.

1.(3) Comments on Results for the First Nine Months of FY2007

Ordinary income

			(¥ Billion)		
Apr.-Dec. 2007	Progress	YoY Change		Oct.-Dec. 2007	YoY Change
0.2	-	35%	Non-operating income (net)	1.3	147%
53.4	74% - 76%	5%	Ordinary income	25.9	10%

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

<Oct.-Dec.>()=YoY change

* Dividend income ¥0.7 billion
(¥0.5 billion increase)

<Apr.-Dec. Cumulative>()=YoY change

* Dividend income ¥1.3 billion
(¥0.6 billion increase)

* Equity in earnings of affiliates ¥3.0 billion
(¥0.6 billion decrease)

Net income

			(¥ Billion)		
Apr.-Dec. 2007	Progress	YoY Change		Oct.-Dec. 2007	YoY Change
8.7	-	164%	Extraordinary gains	0.4	-80%
7.5	-	104%	Extraordinary losses	1.0	136%
21.5	-	10%	Income taxes etc.	8.1	-13%
2.8	-	15%	Minority interests	0.9	-19%
30.3	86% - 90%	6%	Net income	16.3	9%

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

<Apr.-Dec. Cumulative>()=YoY change

* Gain on sales of fixed assets
¥4.5 billion (¥4.3 billion increase)

* Gain on sales of shares of affiliates
¥3.3 billion (¥3.3 billion increase)

2. Financial Position

(¥ Billion)

Dec. 31, 2007: Total assets 1,182.0

Current assets 519.0	Liabilities 477.1
Fixed assets 663.0	Net Assets 704.9
	Incl. Minority interests 45.8

¥120.3 billion increase in total assets from March 31, 2007:

* Increase in operating assets from consolidation of Calpis Co., Ltd.

* Increase in JPY value of assets at overseas subsidiaries due to weaker JPY

Mar. 31, 2007: Total assets 1,061.7

Current assets 460.1	Liabilities 454.1
Fixed assets 601.6	Net assets 607.6
	Incl. Minority interests 44.1

Interest-bearing Debt

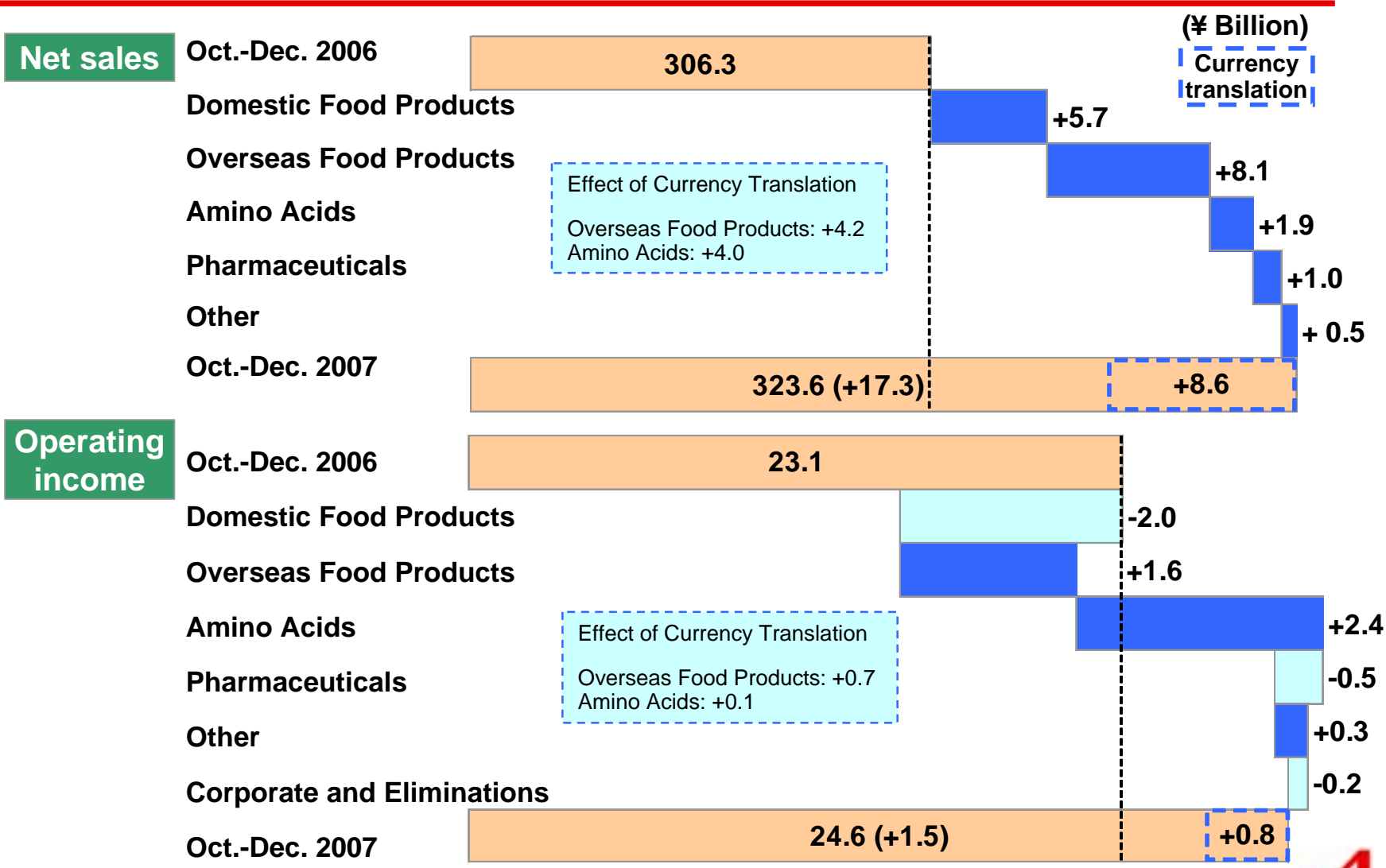
(¥ Billion)

<Reference>

Dec. 2007	Mar. 2007	change	Dec. 2006
152.0	151.2	0.8	160.5

Slight ¥0.8 billion increase from March 31, 2007 due to redemption of corporate bond issue in Sept. 2007, despite borrowing to cover seasonal factors such as payment of dividends and other purposes.

AJINOMOTO. 3. (1) Change by Business Segment



AJINOMOTO. 3. (2) Domestic Food Products

(¥ Billion)							
Apr.-Dec. 2007	Progress	Apr.-Dec. 2006	YoY Change		Oct.-Dec. 2007	Oct.-Dec. 2006	YoY Change
487.5	76%	478.3	9.2	Net sales	172.3	166.7	5.7
177.8	-	184.1	-6.3	Seasonings & processed foods	64.9	67.8	-3.0 *1
89.7	-	86.9	2.7	Frozen foods	30.7	29.2	1.5 *2
25.8	-	25.3	0.5	Edible oils	10.0	8.4	1.6
194.3	-	182.0	12.3	Beverages & dairy products	66.7	61.2	5.5 *3
15.0	52%	22.1	-7.1	Operating income	8.3	10.4	-2.0 *4
0.7	-	1.4	-0.7	Frozen foods	0.3	0.4	-0.1 *5

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

*1 Sales decreased from previous Q3, as mayonnaise and mayonnaise-type dressings sold strongly, but *HON-DASHI* sales were weak.

*2 Home use sales increased, restaurant/institutional use sales unchanged from previous Q3. Overall sales steady.

*3 Impact of consolidation of Calpis Co., Ltd. in October: approximately ¥4.5 billion.

*4 Decrease in Q3 income due to lower sales of mainstay seasoning and processed food products, worsening profitability caused by high raw material prices, and increased depreciation expenses.

*5 Decrease in Q3 income due to rising cost of raw materials, increased marketing expenses, etc.

AJINOMOTO. 3. (3) Overseas Food Products

								(¥ Billion)
Apr.-Dec. 2007	Progress	Apr.-Dec. 2006	YoY Change		Oct.-Dec. 2007	Oct.-Dec. 2006	YoY Change	
118.4	79%	93.3	25.0	Net sales	41.5	33.4	8.1 *1	
12.9	98%	7.7	5.2	Operating income	5.0	3.3	1.6 *2	

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

Q3 currency translation effect: Net sales +¥4.2 billion; Operating income +¥0.7 billion

***1 Substantial increase in Q3 sales due to positive currency translation effect and increase in sales volume of umami seasoning *AJI-NO-MOTO*, flavor seasonings, processed foods, etc.**

***2 Income rose substantially in Q3 as increased sales, cost reductions and SG&A expense reductions offset high prices for raw materials and fuel.**

AJINOMOTO. 3. (4) Amino Acids

Apr.-Dec. 2007	Progress	Apr.-Dec. 2006	YoY Change		Oct.-Dec. 2007	Oct.-Dec. 2006	(¥ Billion) YoY Change	
217.2	76%	200.5	16.7	Net sales	72.0	70.0	1.9	
34.0	-	32.1	1.9	Umami seasonings for processed food mfrs.	12.0	11.5	0.5	*1
66.3	-	53.9	12.4	Feed-use amino acids	24.9	20.2	4.7	*2
64.8	-	59.9	5.0	Amino acids	20.7	19.4	1.3	*3
33.1	-	30.7	2.4	Specialty chemicals	12.2	10.4	1.7	*4
15.8	61% - 67%	12.1	3.7	Operating income	7.8	5.4	2.4	*5
4.0	54% - 80%	-0.3	4.3	Feed-use amino acids	3.1	1.0	2.2	
4.7	-	2.0	2.7	Amino acids	1.7	0.4	1.2	
8.8	-	7.7	1.2	Specialty chemicals	3.5	2.5	1.0	

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

Q3 currency translation effect: Net sales +¥4.0 billion; Operating income +¥0.1 billion

- *1 Q3 sales increased due to increased sales volume for both *AJI-NO-MOTO* and nucleotides, in addition to positive currency translation effect.
 - *2 Substantial increase in Q3 sales due to increased sales volume for all products and higher sales price for Lysine.
 - *3 In Q3, sweeteners +¥2.0 billion, with significantly higher sales in both bulk and retail sectors; amino acids for pharmaceuticals and foods +¥0.6 billion; pharmaceutical fine chemicals -¥1.1 billion.
 - *4 In Q3, cosmetics and cosmetic ingredients performed well and chemical sales grew substantially, driven by electronic materials.
 - *5 Q3 income increased on contribution of feed-use amino acids, sweeteners and electronic materials, despite effect of high raw material prices and lower export profitability of umami seasoning for processed food mfrs. due to rise in local currencies.
- Reference (vs. previous Q3): Umami seasonings for processed food mfrs. -¥1.6 billion; Within Amino acids, sweeteners +¥1.3 billion, amino acids for pharmaceuticals and foods +¥0.5 billion, pharmaceutical fine chemicals -¥0.6 billion



AJINOMOTO. 3. (5) Pharmaceuticals

Apr.-Dec. 2007	Progress	Apr.-Dec. 2006	YoY Change	(¥ Billion)			
				Oct.-Dec. 2007	Oct.-Dec. 2006	YoY Change	
65.5	78%	63.7	1.8	Net sales	23.0	21.9	1.0 *1
13.4	92%	12.9	0.5	Operating income	4.7	5.3	-0.5 *2

* Oct.-Dec. results are the difference between Apr.-Dec. results and Apr.-Sept. results.

*1 Although sales of Ajinomoto's self-distributed products were unchanged YoY, higher sales of drugs sold through alliances, such as *ATELEC* and *ACTONEL*, led to an overall sales increase in Q3.

Sales based on Ajinomoto's estimated drug prices (% change from previous Q3):

<i>LIVACT</i> Granules	¥4.3 billion	(+5%)	<i>ATELEC</i>	¥3.8 billion	(+17%)
<i>SOLITA-T</i>	¥2.1 billion	(-9%)	<i>ACTONEL</i>	¥2.7 billion	(+9%)
<i>ELENTAL</i>	¥2.0 billion	(+3%)	<i>FASTIC</i>	¥1.6 billion	(-0%)
<i>PNTWIN</i>	¥1.0 billion	(-12%)			

*2 Q3 income decreased due to increased R&D expenditure, despite the sales increase.

3. (6) Net Sales by Business & Geographical Area

Unaudited figures; for reference only.

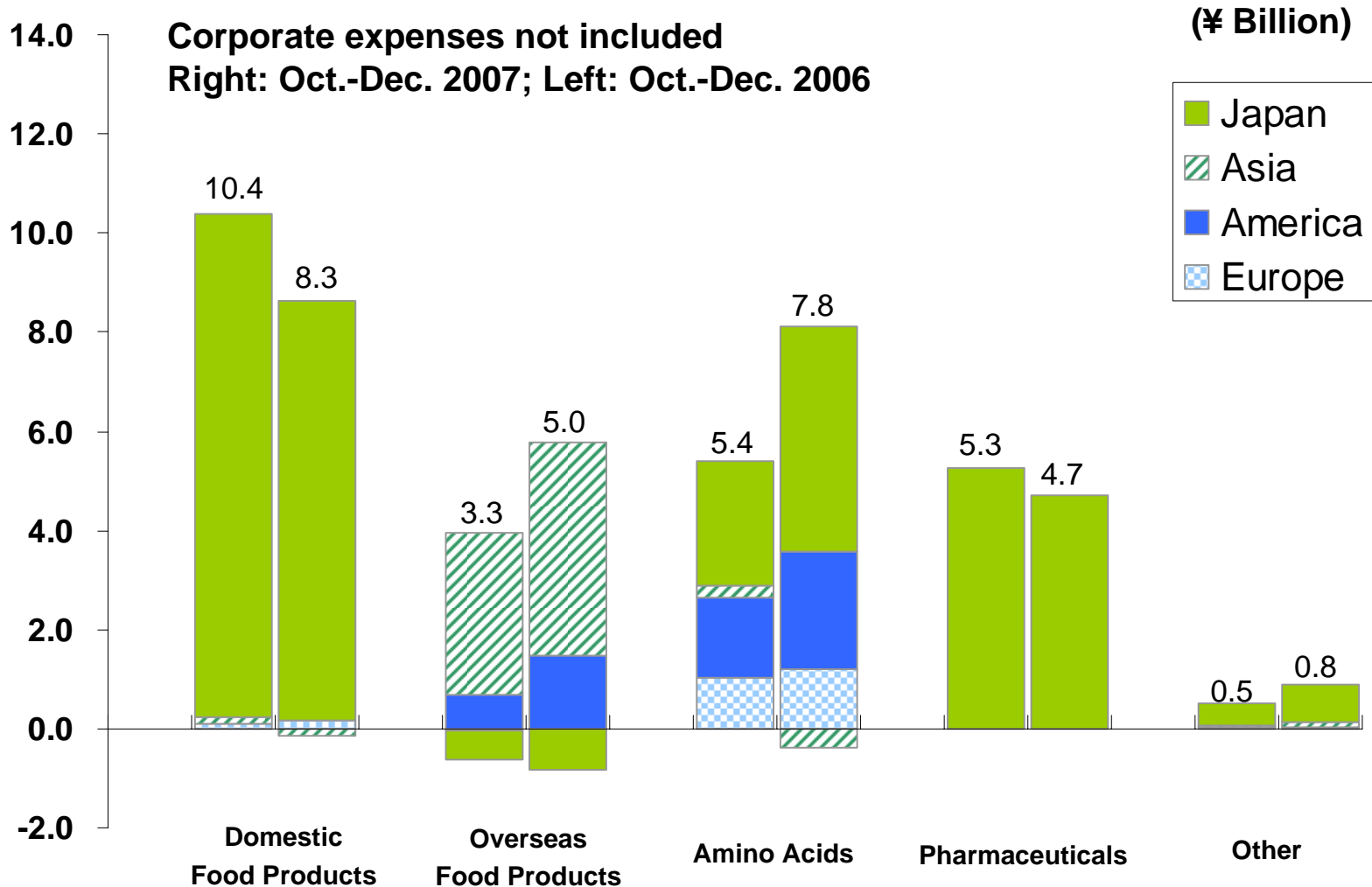
Upper row: Oct.-Dec. 2007; Lower row: Oct.-Dec. 2006.

Figures in parentheses represent YoY change.

(¥ Billion)

	Japan	Asia	America	Europe	Total
Domestic Food Products	168.7 (4.9)	1.8 (0.3)	1.4 (0.3)	0.5 (0.1)	172.3 (5.7)
	163.8	1.5	1.1	0.4	166.7
Overseas Food Products	0.0 (-0.0)	32.2 (6.0)	6.4 (1.5)	2.8 (0.6)	41.5 (8.1)
	0.1	26.2	4.9	2.3	33.4
Amino Acids	20.8 (3.1)	7.0 (0.6)	21.7 (2.8)	22.5 (-4.5)	72.0 (1.9)
	17.7	6.4	19.0	27.0	70.0
Pharmaceuticals	23.0 (1.0)				23.0 (1.0)
	21.9				21.9
Other	13.3 (0.3)	1.6 (0.3)			14.9 (0.5)
	13.0	1.3			14.3
Total	225.7 (9.3)	42.6 (7.2)	29.5 (4.6)	25.8 (-3.9)	323.6 (17.3)
	216.4	35.3	24.9	29.6	306.3

3. (7) Operating Income by Business & Geographical Area



AJINOMOTO. 3. (8) Operating Income by Business & Geographical Area

Oct.–Dec. 2007 Change Compared with Same Period of Previous Year

1. Overseas Food Products

[YoY change]

Japan: -¥0.2 billion; Asia: +¥1.1 billion; America: +¥0.8 billion; Europe +¥0.0 billion

Total: +¥1.6 billion

- (1) Asia: Increase due to increase in sales volume, mainly of *AJI-NO-MOTO*, flavor seasonings and processed foods, and positive currency translation effect.
- (2) America: Increase due to higher sales volume of flavor seasonings in South America and positive currency translation effect.

2. Amino Acids

[YoY change]

Japan: +¥2.1 billion; Asia: -¥0.6 billion; America: +¥0.7 billion; Europe +¥0.2 billion

Total: +¥2.4 billion

- (1) Japan: Increase mainly due to sales increase for amino acids for pharmaceuticals and foods, sweeteners and electronic materials.
- (2) America: Increase mainly due to higher sales price of feed-use Lysine.

AJINOMOTO. 4. Outlook for FY Ending March 31, 2008

								(¥ Billion)	
	FY 2007 (Forecast)	OP%	FY 2006	OP%	YoY Change				
					Amount	%			
Net sales	1,225.0		1,158.5		66.5	5.7%			
Domestic Food Products	645.0		617.2		27.8	4.5%			
Overseas Food Products	150.0		127.7		22.3	17.4%			
Amino Acids	285.0		271.4		13.6	5.0%	<Reference>		
Pharmaceuticals	84.5		83.3		1.2	1.4%	Impact of changes in dep. method		
Other	60.5		58.9		1.6	2.8%			
Operating income	75.0 - 77.5	6.1% - 6.3%	63.8	5.5%	11.2 - 13.7	17.6% - 21.5%		2.5-3.0	
Domestic Food Products	28.7	4.4%	27.7	4.5%	1.0	3.6%		over 1.0	
Overseas Food Products	13.1	8.7%	10.2	8.0%	2.9	29.0%		none	
Amino Acids	23.5 - 26.0	8.2% - 9.1%	15.0	5.5%	8.5 - 11.0	56.9% - 73.6%		over 1.0	
Pharmaceuticals	14.5	17.2%	15.8	18.9%	-1.3	-8.1%		0.2-0.3	
Other	3.2	5.3%	2.9	4.9%	0.3	11.3%		approx. 0.1	
Corporate and Eliminations	-8.0		-7.7		-0.3	4.0%		approx. 0.1	
Ordinary income	70.0 - 72.5		61.6		8.4 - 10.9	13.7% - 17.7%			
Net income	33.5 - 35.0		30.2		3.3 - 4.8	10.8% - 15.8%			
Exchange rate	JPY/USD	117.00	116.97						
	JPY/EUR	157.95	150.02						

<Reference>

(¥ Billion)

	FY 2007 (Forecast)	OP%	FY 2006	OP%	YoY Change	
					Amount	%
Operating income						
Feed-use amino acids	5.0 - 7.5	5.4% - 7.9%	0.9	1.2%	4.1 - 6.6	455.6% - 733.3%
Others	70.0	6.2%	62.9	5.8%	7.1	11.3%

[Reference]

Feed-Use Lysine Market Price and CBOT Spread* Trend

*The spread is the price difference between soybean meal and corn on the Chicago Board of Trade (CBOT).

