

## Revision to Consolidated Performance Forecast of Ajinomoto Co., Inc. for Fiscal 2020

**TOKYO, July 30, 2020** – Based on recent trends in business performance, Ajinomoto Co., Inc. (“Ajinomoto Co.”) has revised its consolidated performance forecast for fiscal 2020 (April 1, 2020 – March 31, 2021), which was announced on May 25, 2020, as follows.

### 1. Revision to the Full-Year Consolidated Performance Forecast for Fiscal 2020

(April 1, 2020 – March 31, 2021)

(JPY millions unless otherwise noted)

	Sales	Business Profit	Profit Attributable to Owners of the Parent Company	Basic Earnings per Share (Yen)
Previous Forecast (A)	1,048,000	78,000	22,500	41.02
Revised Forecast (B)	1,057,000	90,000	32,000	58.37
Amount of Change (B-A)	9,000	12,000	9,500	—
Percentage Change (%)	0.9%	15.4%	42.2%	—
[Reference] Results for the Fiscal Year Ended March 31, 2020 (Fiscal 2019)	1,100,039	99,236	18,837	34.37

### 2. Reasons for the Revision

Ajinomoto Co. has revised its figures for sales, business profit and profit attributable to owners of the parent company from the performance forecast announced on May 25, 2020.

Regarding sales, with the global spread of the novel coronavirus (“COVID-19”), sales of home-use products increased in the Seasonings and Foods segment and the Frozen Foods segment due to growing demand from people staying home, while on the other hand restaurant and industrial-use demand decreased due to the impact of lockdowns and other factors, and sales conditions remain severe. This impact was also incorporated in the previous forecast, and although sales have generally been in line with that forecast, sales of frozen foods in North America are expected to exceed it.

Business profit in both the Seasonings and Foods segment and the Frozen Foods segment is expected to exceed the previous forecast due to an increase in sales of frozen foods in North America, improved

profitability in the product mix and elsewhere, and cost reductions, among other factors. In addition, business profit in the Healthcare and Others segment is also expected to exceed the previous forecast due to factors including increases in sales of amino acids for pharmaceuticals and foods, increase in sales of electronic materials, as well as improved profitability.

Profit attributable to owners of the parent company is also expected to exceed the previous forecast, mainly due to higher business profit than previously forecast.

As a result of these factors, Ajinomoto Co. expects both sales and each level of profit to exceed its previous forecast.

It remains difficult to reasonably predict the impact of COVID-19 on economic activities and on the performance of Ajinomoto Co. during fiscal 2020. Ajinomoto Co. will continue to pay close attention to the status of COVID-19 infection and its impact on the economy and elsewhere going forward, and will make prompt disclosure in the event that it becomes necessary to revise its performance forecast.

The assumed average exchange rate for the fiscal year is JPY 105.00 to USD 1.

Notes:

1. Upon the adoption of International Financial Reporting Standards (“IFRS”), the Ajinomoto Group has introduced “Business profit” as a new profit level that will better enable investors, the Board of Directors, and the Management Committee to grasp the core business results and future outlook of each business while also facilitating continuous evaluation of the Group’s business portfolio by the Board of Directors and the Management Committee. “Business profit” is defined as “Sales” minus “Cost of sales,” “Selling expenses,” “Research and development expenses,” and “General and administrative expenses,” to which is then added “Share of profit of associates and joint ventures.” Business profit does not include “Other operating income” or “Other operating expenses.”
2. From the fiscal year ended March 31, 2020, the Ajinomoto Group has reclassified the packaging business under discontinued operations together with the logistics business, which had previously been reclassified under discontinued operations. Profit from discontinued operations in the consolidated statements of income is presented separately from profit from continuing operations. Sales, business profit and profit before income taxes are amounts related to continuing operations only.
3. The performance forecast above is based on certain assumptions and projections. Various factors and risks could cause actual results to differ materially from the above forecast.

The Ajinomoto Group, using the power of amino acids, aims to provide food and health-related solutions that improve dietary habits and support aging populations, and create greater wellness for people all around the world.

Based on the corporate message “Eat Well, Live Well.”, we have been scientifically pursuing the possibilities of amino acids to aim for future growth by creating new value through sustainable and innovative solutions for communities and society.

The Ajinomoto Group has offices in 35 countries and regions, and sells products in more than 130 countries and regions. In fiscal 2019, sales were 1.1000 trillion yen (10.1 billion U.S. dollars). To learn more, visit [www.ajinomoto.com](http://www.ajinomoto.com).

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