

Healthcare

The Ajinomoto Group is expanding its pharmaceutical custom manufacturing business to take advantage of the growing market. The Group is also aiming to apply its leading-edge bioscience and fine chemical technologies to expand its coverage in the peripheral fields of regenerative medicine, diagnostics, solutions, health, nutrition, and personal care.



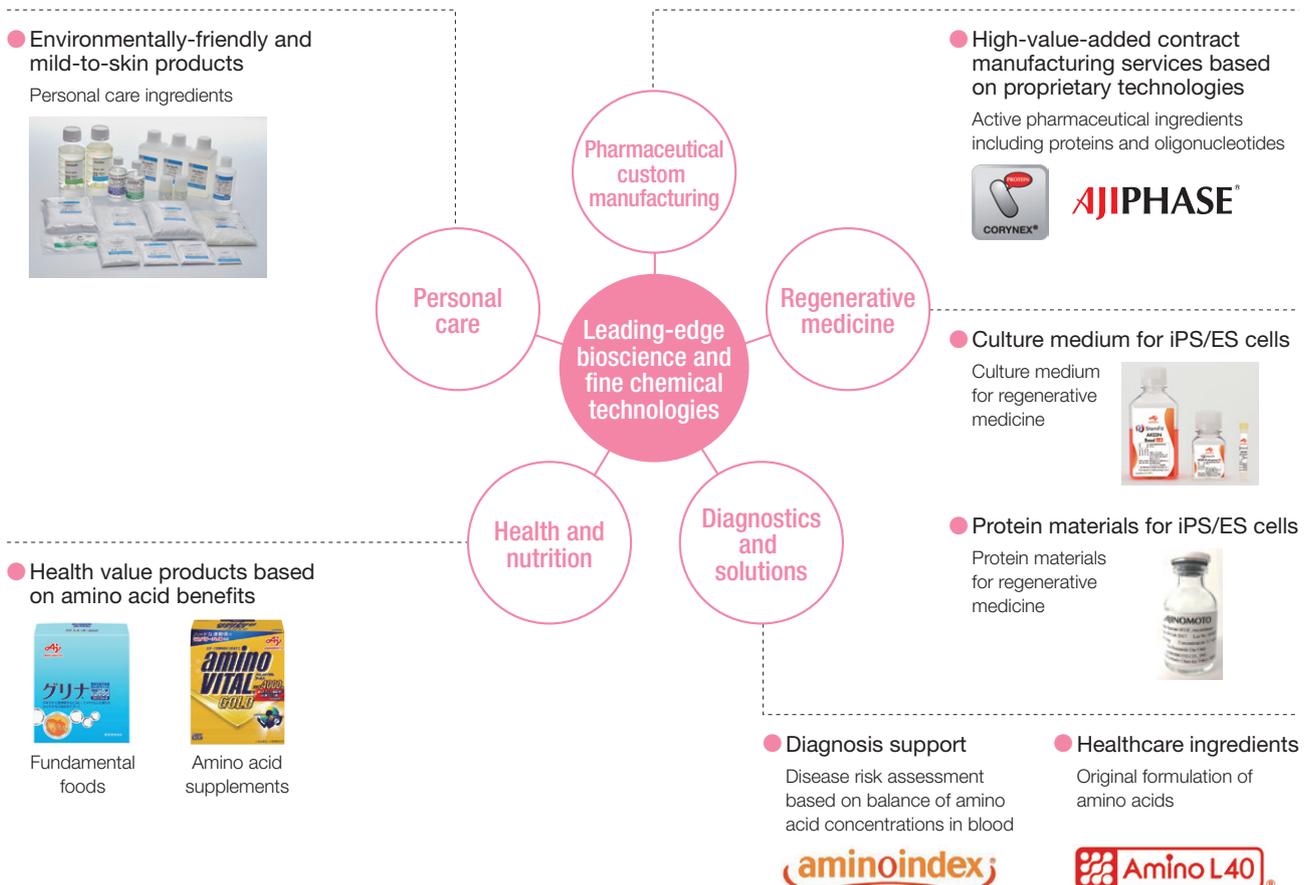
Healthcare Business Growth Strategies

1 Expand business by applying the Group's leading-edge bioscience and fine chemical technologies

2 Strengthen the pharmaceutical custom manufacturing business

Expand business by applying the Group's leading-edge bioscience and fine chemical technologies

1



Strengthen the pharmaceutical custom manufacturing business

2

The Group is formulating a global integrated structure as a CDMO to strengthen its services to meet growing expectations by pharmaceutical companies for outsourced services. The Group’s global operations, named “Ajinomoto Bio-Pharma Services,” will offer customers a broader range of products, spanning from small molecule pharmaceuticals to biopharmaceuticals and oligonucleotides. In FY2018, the Group established a production base in the U.S. for next-generation antibody drugs and a new development and manufacturing base in Japan for active ingredients of nucleic acid drugs. The Group continues to harness its strengths in synthetic and fermentation technologies, its proprietary oligonucleotide and protein manufacturing technologies, and its development and manufacturing services to expand its business.

Network of the “Ajinomoto Bio-Pharma Services”



Focus

Expanding Our Pharmaceutical Custom Manufacturing Business

A leading, trusted, and innovative partner

David Enloe

General Manager, Pharmaceutical Custom Manufacturing Dept.



The Ajinomoto Group’s pharmaceutical custom manufacturing business began in the 1980s when it developed an amino acid derivative contract business. Leveraging our Group technologies and expertise, we have since shaped our business through M&A and expansion of production facilities.

In October 2018, the Group formed “Ajinomoto Bio-Pharma Services,” and repositioned itself as a globally integrated organization rather than multiple separate companies. This was to respond to the recent trend of pharmaceutical companies simplifying their supply chains and forging deeper relationships with a selected few CDMOs. As a result of this launch, we have experienced powerful synergy as our staff collaborates globally, offering best-in-class services for our clients. In doing so, we have seen strong sales growth and are optimistic that this will

continue in the future. We are now functioning as a group with a wide range of specialized knowledge. For instance, our scientists work closely with research teams in Japan as well as in Russia to advance technology platforms and production improvements for our clients. All these factors help fulfill our aim of delivering high-quality results as the development of new drugs becomes more complex.

The knowledge we have accumulated via global integration, strengthens the partnerships we can build with our clients, supporting their mission to develop new drugs which combat incurable diseases, as well as superior drugs that cause fewer side effects. Operating as a world-class CDMO, we are contributing to help “Eat Well, Live Well.” become a reality all over the globe by helping ensure our clients can provide safe, effective drugs to patients in need.