PRESS RELEASE
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Eat Well, Live Well.

AJINOMOTO

Amino Acid-Based Surfactants That Are "Environmentally Friendly and Mild to Skin"

Ajinomoto Co., Inc. to Increase Production Capacity for Amino Acid-Based Surfactants (Flakes[1]) Approximately 70%

Construction of a New Production Line at the Tokai Plant, with Start of Operation in December 2018

TOKYO, November 16, 2018 – Ajinomoto Co., Inc. ("Ajinomoto Co.") is constructing a new production line at its Tokai Plant for amino acid-based surfactants (flakes), mainstay products of its personal care ingredients businesses[2]. Operation will start in December 2018. As a result, Ajinomoto Co.'s overall production capacity for flakes will increase approximately 70%, enabling it to meet rapidly growing demand for amino acid-based surfactants and to strengthen its supply system.

1. Flake shapes characterized by low scattering in the air and rapid solubility in water
2. Amino acid-derived ingredients and OEM businesses. These ingredients are used in shampoos, body wash, face wash and other toiletries and cosmetics.

Since its launch in 1972 of the world's first amino acid-based surfactant, made from glutamic acid, Ajinomoto Co. has been a pioneer in supplying amino acid-based personal care ingredients to more than 3,000 companies in approximately 50 countries around the world. Because amino acid-based surfactants are highly biodegradable, they are environmentally friendly. They are also mild to skin, and therefore widely used in shampoos, body wash, face wash and other personal care products. Due to growing concern about the global environment in recent years, the market for amino acid-based surfactants, including as an alternative to petroleum-based surfactants, grew at an annual rate of 15% from 2014 to 2017 (Ajinomoto Co. estimate).

Amino acid-based surfactant (flakes)

Currently, Ajinomoto Co. produces and globally supplies a diverse range of amino acid-based surfactants, including glycine-derived *Amilite*® and glutamic acid-derived *Amisoft*®, in the three forms of liquid, powder and flakes. With the rising demand for amino acid-based surfactants in recent years, expansion of Ajinomoto Co.'s production capacity has become imperative. As the first stage of investment in increasing production of amino acid-based surfactants, Ajinomoto Co. will introduce a new dryer for flake production at the Tokai Plant, and in December 2018 will begin producing *Amilite*® flakes, for which customers have been requesting expedited expansion of production. This will increase Ajinomoto Co.'s overall production capacity for flakes approximately 70%.

To contribute to reduced impact on the global environment and comfortable lifestyles for consumers, Ajinomoto Co. will continue to invest in increasing its production of amino acid-based surfactants, for which demand is expected to grow further.

Overview of Capital Investment

(1) Location:	Ajinomoto Co. Tokai Plant (1730, Oaza-hinaga, Yokkaichi-shi, Mie)
(2) Investment:	Approximately JPY 430 million
(3) Production capacity:	Approximately 70% increase in Ajinomoto Co.'s current overall flake production capacity
(4) Start of operation:	December 2018

About Ajinomoto Co.

Ajinomoto Co. is a global manufacturer of high-quality seasonings, processed foods, beverages, amino acids, pharmaceuticals and specialty chemicals. For many decades Ajinomoto Co. has contributed to food culture and human health through wide-ranging application of amino acid technologies. Today, the company is becoming increasingly involved with solutions for improved food resources, human health and global sustainability. Founded in 1909 and now operating in 35 countries and regions, Ajinomoto Co. had net sales of JPY 1,150.2 billion (USD 10.36 billion) in fiscal 2017. For more about Ajinomoto Co. (TYO: 2802), visit www.ajinomoto.com.

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