

# Ajinomoto Co., Inc.

## Consolidated Results

IFRS

First Half Ended September 30, 2020

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 judgements made by management in light of information currently available. Actual financial results may differ 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 [IFRS] (Consolidated)

First half results for the fiscal year ending March 31, 2021

### Ajinomoto Co., Inc.

Stock Code: 2802  
 URL: <https://www.ajinomoto.co.jp/company/>  
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**November 4, 2020**

Stock exchange listing: Tokyo Stock Exchange

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Scheduled date of submission of statutory quarterly financial report: November 10, 2020

Scheduled date of payment of dividend: December 4, 2020

Creation of supplementary results materials for quarterly financial report: Yes

Quarterly results briefing: Yes (for analysts)

## 1. Consolidated Financial Results for the First Half Ended September 30, 2020

### (1) Consolidated Operating Results

	First half ended September 30, 2020		First half ended September 30, 2019	
		Change %		Change %
Sales .....	511,382	(3.9)	532,266	—
Business profit .....	61,940	30.0	47,654	—
Profit before income taxes .....	59,954	185.6	20,992	—
Profit .....	41,106	234.4	12,294	—
Profit attributable to owners of the parent company .....	36,661	420.1	7,049	—
Basic earnings per share (yen) .....	¥66.87	—	¥12.86	—
Diluted earnings per share (yen) .....	¥66.84	—	—	—

*Millions of yen, rounded down*

“Change %” indicates the percentage change compared to the same period of the previous fiscal year.

Note 1: Upon the adoption of 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 the 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.

Note 2: In the fiscal year ended March 31, 2020, the Ajinomoto Group was classified the packaging business under discontinued operations. Together with the logistics business, which had been previously classified under discontinued operations, profit from discontinued operations in the condensed quarterly consolidated statements is presented separately from the profit from continuing operations, and sales, business profit, and profit before income taxes are amounts related to continuing operations. Amounts shown for the corresponding period of the fiscal year ended March 31, 2020 have been adjusted to reflect this change; accordingly, the percent change from the previous year’s results is not shown.

Note 3: In the previous fiscal year, the Company finalized a provisional accounting treatment related to a business combination. The figures for the first half ended September 30, 2019 have been adjusted to reflect the finalization of the provisional accounting treatment.

### (2) Consolidated Financial Position

	As of September 30, 2020	As of March 31, 2020
	Total assets .....	1,331,220
Total equity .....	608,698	592,070
Equity attributable to owners of the parent company .....	565,099	538,975
Ownership ratio attributable to owners of the parent company (%) .....	42.4%	39.8%

*Millions of yen, rounded down*

## 2. Dividends

*Millions of yen, rounded down*

	Fiscal year ended March 31, 2020	Fiscal year ending March 31, 2021	Fiscal year ending March 31, 2021 (forecast)
Dividend per share			
Interim (yen).....	¥16.00	¥16.00	
Year-end (yen).....	¥16.00		¥16.00
Annual (yen).....	¥32.00		¥32.00

Note: Revisions to dividend forecasts in the period under review: None

## 3. Forecast for the Fiscal Year Ending March 31, 2021

*Millions of yen, rounded down*

	Fiscal year ending March 31, 2021	
		Change %
Sales.....	1,066,000	(3.1)
Business profit.....	100,000	0.8
Profit attributable to owners of the parent company.....	36,000	91.1
Basic earnings per share (yen).....	65.65	—

“Change %” indicates the percentage change compared to the previous fiscal year.

### Notes:

Revisions to forecasts in the period under review: Yes

Please refer to Notice of Revisions to Full-Year Consolidated Performance Forecast for the Fiscal Year Ending March 31, 2021 released today (November 4, 2020) for more details about the revision of the consolidated results forecast.

**Notes:**

**(1) Changes in significant subsidiaries during the period** (Changes in specified subsidiaries resulting in the change in consolidation scope): None

**(2) Changes in accounting policies and accounting estimates**

- 1) Changes in accounting policies as required by IFRS: Yes
- 2) Other changes in accounting policies: None
- 3) Changes in accounting estimates: None

**(3) Number of shares outstanding (ordinary shares)**

	Shares	
	As of September 30, 2020	As of March 31, 2020
Number of shares outstanding at end of period (including treasury shares):	549,163,354	549,163,354
Number of treasury shares at end of period	817,311	974,103
	April 1, 2020 to September 30, 2020	April 1, 2019 to September 30, 2019
Average number of shares during period	548,211,212	548,106,993

(Note) The number of treasury shares at the end of the period includes the Company's shares held by "Director's remuneration BIP Trust" (As of September 30, 2020: 715,500 shares. As of March 31, 2020: 873,700 shares), which has been adopted along with the introduction of Stock-based Remuneration of Executive Officers Based on the Company's Medium-term Earnings Performance for the Directors and others. In addition, these Company's shares are included in the treasury shares which are deducted from the number of shares when calculating the average number of shares during the period.

Summary quarterly financial statements are exempted from review by a public certified accountant or an auditing firm.

Appropriate use of forecasts and other notes

Disclaimer regarding forward-looking statements and other information

Forward-looking statements, such as business forecasts, included in this document are based on management's estimates, assumptions, and projections at the time of publication. These statements do not represent a promise or commitment by the Company to achieve these forecasts. Actual operating results may differ significantly due to various factors. For more information regarding our earnings forecasts, see page 6, "1. Qualitative Information on First Half Consolidated Results, (1) Overview of Operating Results."

Method of obtaining supplementary results materials

Supplementary results materials will be published on the Company's website on Wednesday, November 4, 2020.

## Table of contents

1	Qualitative Information on First Half Consolidated Results .....	6
	(1) Overview of Operating Results .....	6
	(2) Overview of Financial Position .....	10
2	Condensed Consolidated Financial Statements and Notes .....	11
	(1) Condensed Consolidated Statements of Financial Position .....	11
	(2) Condensed Consolidated Statements of Income .....	13
	First Half .....	13
	(3) Notes to Condensed Consolidated Financial Statements .....	14
	Going Concern Assumption .....	14
	Significant Accounting Policies .....	14
	Segment Information .....	14

## **1. Qualitative Information on First Half Consolidated Results**

Upon the adoption of IFRS, the Ajinomoto Group 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 the 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.

On February 5, 2020, the Ajinomoto Group entered into a contract to transfer the entire equity stake held by the Group corresponding to 51% of the outstanding shares in Fuji Ace Co., Ltd., a packaging materials manufacturing and sales company in Thailand, to Fuji Seal International, Inc. and other entities, and transferred the equity stake on March 6, 2020.

Accordingly, profit related to the packaging business in the first half of the fiscal year ended March 31, 2020 has been restated as profit from discontinued operations, and the discontinued operations have been presented separately from continuing operations.

In the previous fiscal year, the Company finalized a provisional accounting treatment related to a business combination. Accordingly, a significant revision has been made in the initial allocation of acquisition costs for the first half ended September 30, 2019.

### **(1) Overview of Operating Results**

In the first half, ended September 30, 2020, the Company's consolidated sales fell 3.9% year-on-year, or ¥20.8 billion, to ¥511.3 billion. This was because there was a continued decline in sales in conjunction with the COVID-19 global pandemic, mainly in Seasonings and Foods and Frozen Foods, even though a trend of recovery can be seen in demand for products for use in foodservice while sales of home-use products increased due to the expansion in at-home dining demand. Business profit increased 30% year-on-year, or ¥14.2 billion to ¥61.9 billion, owing to the effect of increased sales of home-use products and lower expenses due to a reduction in marketing and associated activities in Seasonings and Foods and Frozen Foods during the lockdown and stay-at-home periods, and a large increase in profit for animal nutrition products in addition to other factors including the effect of recording impairment loss related to the trademark rights of Promasidor Holdings Limited ("PH") in the same period of the previous year. Profit attributable to owners of the parent company totaled ¥36.6 billion, up 420.1% year-on-year, or ¥29.6 billion. The reasons for the increase were mainly the effect of recording impairment losses on investments accounted for using the equity method related to PH, and on production equipment in the animal nutrition business and the bakery business in the same period of the previous year.

Furthermore, the Company has revised the financial results forecast announced on July 30, 2020 based on recent progress in business performance in the first half of this fiscal year.

The Company has increased the forecast for sales by ¥9.0 billion from the previous forecast to ¥1,066.0 billion. This is largely because in Seasonings and Foods and Frozen Foods accompanying the COVID-19 global pandemic, sales of home-use products are expected to exceed the previous forecast due to the increase in at-home dining demand, although sales of products for use in foodservice are expected to remain lower than in the previous year despite a trend of recovery, and the revision of the forecast is the result of reviewing the impact of these factors in the current environment. The percentage of progress of sales against the revised forecast is 48.0%. Business profit is expected to exceed the previous forecast, mainly due to sales growth, improved profitability, and reductions in expenses for electronic materials and amino acids for pharmaceuticals and foods in the Healthcare and Others segment in addition to sales growth of seasonings and frozen foods, improved profitability due to the product mix and other factors, and reductions in expenses in the Seasonings and Foods and Frozen Foods segments. As a result, the Company has increased the forecast for business profit by ¥10.0 billion from the previous forecast to ¥100.0 billion. The percentage of progress of business profit against the revised forecast is 61.9%. The Company has also increased the forecast for profit attributable to owners of the parent company by ¥4.0 billion from the previous forecast to

¥36.0 billion given the revision of business profit. The percentage of progress of profit attributable to owners of the parent company against the revised forecast is 101.8%.

Please also refer to Notice of Revision to Full-Year Consolidated Performance Forecast for the Fiscal Year Ending March 31, 2021 released today (November 4, 2020) for more details about the revision of the consolidated results forecasts.

#### Consolidated operating results by segment

Results for individual business segments are summarized below.

*Billions of yen, rounded down*

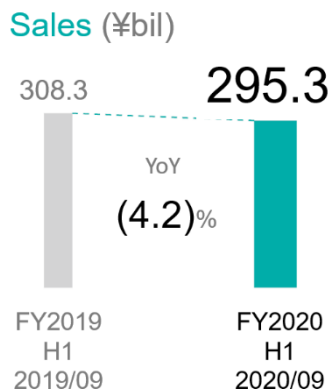
YoY	Sales	YoY change - amount	YoY change - percent	Business profit	YoY change - amount	YoY change - percent
Seasonings and Foods	295.3	(12.9)	(4.2)%	47.0	8.3	21.7%
Frozen Foods	98.8	(4.4)	(4.3)%	2.6	1.3	96.0%
Healthcare and Others	110.6	(2.9)	(2.6)%	11.9	4.7	67.1%
Other	6.5	(0.5)	(7.7)%	0.2	(0.2)	(47.3)%
<b>Total</b>	<b>511.3</b>	<b>(20.8)</b>	<b>(3.9)%</b>	<b>61.9</b>	<b>14.2</b>	<b>30.0%</b>

*Billions of yen, rounded down*

Vs. the forecast	Sales			Business profit		
	FY2020 first half	Forecast for the year	Achieved - percent	FY2020 first half	Forecast for the year	Achieved - percent
Seasonings and Foods	295.3	615.3	48.0%	47.0	76.3	61.7%
Frozen Foods	98.8	205.0	48.2%	2.6	0.5	466.3%
Healthcare and Others	110.6	229.6	48.2%	11.9	22.2	53.8%
Other	6.5	15.9	41.0%	0.2	0.8	27.7%
<b>Total</b>	<b>511.3</b>	<b>1,066.0</b>	<b>48.0%</b>	<b>61.9</b>	<b>100.0</b>	<b>61.9%</b>

## 1) Seasonings and Foods

In the Seasonings and Foods segment, sales fell 4.2% year-on-year, or ¥12.9 billion, to ¥295.3 billion, largely because of lower sales of products for foodservice owing to lower demand for foodservice products, despite increased sales of home-use products due to higher at-home dining demand. Segment business profit increased 21.7% year-on-year, or ¥8.3 billion, to ¥47.0 billion, owing to the effect of increased sales of home-use products and lower marketing expenses in addition to the recording of impairment loss related to trademark rights of PH and other factors in the same period of the previous year.



### Main factors affecting segment sales

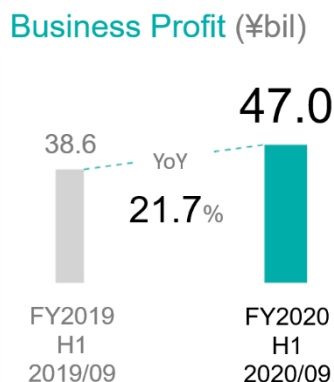
**Sauce & Seasonings:** Decrease in revenue due to the impacts of currency translation and decreased sales of foodservice-use products overseas from decreased demand, despite increased sales in home-use products accompanying increased at-home demand. In Japan, revenue increased due to strong sales of home-use products. Overseas, revenue decreased due to the impacts of currency translation and decreased sales for foodservice-use products, despite increased revenue of menu-specific seasonings.

**Quick Nourishment:** Decrease in revenue due to decreased sales of overseas products and restaurant and industrial-use coffee products, despite higher year-on-year sales in Japan of home-use products due to increased at-home demand.

In Japan, revenue decreased due to decreased sales of restaurant and industrial-use coffee products, despite higher year-on-year sales in home-use coffee products and soup.

Overseas, revenue decreased due to the impacts of currency translation and decreased sales of instant noodles and beverages.

**Solution & Ingredients:** Decrease in revenue due to decreased sales of foodservice-use products in Japan from decreased demand and decreased revenue from umami seasonings for processed food manufacturers.



### Main factors affecting segment profits

**Sauce & Seasonings:** Large increase in profit due to the effect of increased revenue from home-use products and decreased marketing expenses.

In Japan, large increase in profit due to the effect of increased revenue and decreased marketing expenses.

Overseas, large increase in profit due to decreased marketing expenses and the effect of improvement in the product mix, despite the impact of currency translation.

**Quick Nourishment:** Large increase in profit due to a previous-year impairment loss on trademark rights of Promasidor Holdings (hereinafter, PH) and the effect of increased revenue from home-use products in Japan.

In Japan, a large increase in profit due to the effect of increased revenue from major home-use coffee products and decreased marketing expenses.

Overseas, a large increase in profit due to the previous-year impairment loss on trademark rights of PH, despite the effect of decreased revenue.

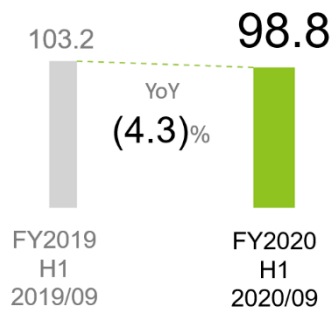
**Solution & Ingredients:** Large decrease in profit due to the effect of decreased revenue from foodservice-use products in Japan and umami seasonings for processed food manufacturers.



## 2) Frozen Foods

Frozen Foods segment sales fell 4.3% year-on-year, or ¥4.4 billion, to ¥98.8 billion, as the result of a decline in sales of restaurant-use products due to lower foodservice demand despite increased sales of home-use products due to higher home cooking demand. Segment business profit had a significant increase of 96.0% year-on-year or ¥1.3 billion, to ¥2.6 billion, mainly owing to the effect of increased sales of home-use products and lower marketing expenses.

### Sales (¥bil)



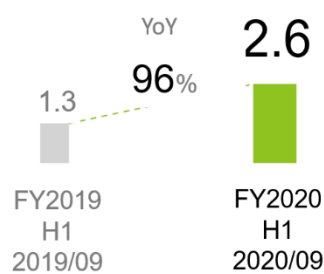
### Main factors affecting segment sales

Decrease in revenue due to decreased sales of restaurant-use products because of decreased demand for foodservices, despite increased sales of home-use accompanying increased at-home demand.

In Japan, revenue decreased due to decreased sales of restaurant-use products, despite increased sales of major home-use products, primarily Gyoza.

Overseas, despite North American sales basically level with the previous year on a local currency base, overall revenue decreased due to the impacts of currency translation and decreased sales of restaurant-use products.

### Business Profit (¥bil)



### Main factors affecting segment profits

Large increase in profit due to the effect of increased revenue from home-use products and decreased marketing expenses.

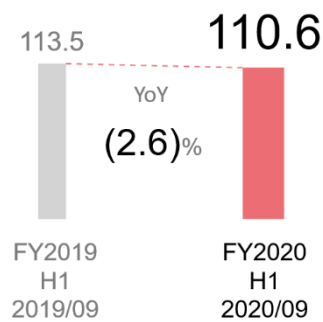
In Japan, a large increase in profit due to the effect of increased revenue from major home-use products and decreased marketing expenses.

Overseas, increased profit due to the effect of increased revenue from home-use products and decreased marketing expenses.

### 3) Healthcare and Others

Healthcare and Others segment sales decreased 2.6% year-on-year, or ¥2.9 billion, to ¥110.6 billion, owing to a large decrease in animal nutrition and sports nutrition sales despite a significant increase in sales of specialty chemicals. Segment business profit increased 67.1% year-on-year, or ¥4.7 billion, to ¥11.9 billion accompanying large increases in profit for animal nutrition products and specialty chemicals.

#### Sales (¥bil)



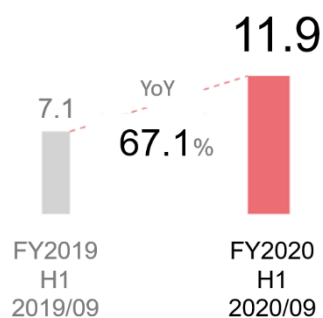
#### Main factors affecting segment sales

**Amino Acids:** Decrease in revenue due to the timing of shipments in Bio-Pharma Services.

**Specialty chemicals:** Large increase in revenue primarily due to strong sales of electronic materials.

**Others:** Decrease in revenue due to a decrease in sales volume of animal nutrition and a decrease in demand for sports nutrition products.

#### Business Profit (¥bil)



#### Main factors affecting segment profits

**Amino Acids:** Decreased profit due to the effects of the Bio-Pharma Services product mix.

**Specialty chemicals:** Large increase in profit accompanying large increase in revenue.

**Others:** Large increase in profit due to increased unit sales prices in animal nutrition.

### 4) Other

In the Other segment, sales totaled ¥6.5 billion, down 7.7% year-on-year, or ¥0.5 billion. Segment business profit totaled ¥0.2 billion, a decrease of 47.3% year-on-year, or ¥0.2 billion.

## (2) Overview of Financial Position

As of September 30, 2020, the Company's consolidated total assets stood at ¥1,331.2 billion, a decrease of ¥22.3 billion from ¥1,353.6 billion at the end of the previous fiscal year on March 31, 2020. The main reason for this decrease is a decrease in trade and other receivables.

Total liabilities came to ¥722.5 billion, ¥39.0 billion less than the ¥761.5 billion at the end of the previous fiscal year, mainly due to a decrease in trade and other payables. Interest-bearing debt totaled ¥419.6 billion, an increase of ¥5.9 billion from the end of the previous fiscal year, mainly due to an increase in short-term borrowings although commercial papers and current portion of bonds decreased.

Total equity as of September 30, 2020 was ¥16.6 billion more than at the end of the previous fiscal year, mainly reflecting an increase in retained earnings. Equity attributable to owners of the parent company, which is total equity minus noncontrolling interests, totaled ¥565.0 billion, and the equity ratio attributable to owners of the parent company was 42.4%.

## **2. Condensed Consolidated Financial Statements and Notes**

### **(1) Condensed Consolidated Statements of Financial Position**

	<i>Millions of yen</i>	
	As of end of first half (September 30, 2020)	As of end of previous fiscal year (March 31, 2020)
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	141,857	141,701
Trade and other receivables	160,197	184,739
Other financial assets	10,506	8,946
Inventories	193,169	178,636
Income taxes receivable	3,584	8,653
Others	16,635	16,225
Sub total	525,951	538,901
Assets of disposal groups classified as held for sale	—	—
Total current assets	525,951	538,901
<b>Non-current assets</b>		
Property, plant and equipment	459,908	454,357
Intangible assets	69,261	69,245
Goodwill	89,983	89,964
Investments in associates and joint ventures	111,417	116,280
Long-term financial assets	51,453	50,132
Deferred tax assets	11,994	17,781
Others	11,250	16,952
Total non-current assets	805,269	814,714
<b>Total assets</b>	<b>1,331,220</b>	<b>1,353,616</b>

	As of end of first half (September 30, 2020)	As of end of previous fiscal year (March 31, 2020)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	156,752	178,583
Short-term borrowings	48,082	8,043
Commercial papers	4,000	40,000
Current portion of bonds	—	19,995
Current portion of long-term borrowings	14,645	15,191
Other financial liabilities	6,740	5,401
Short-term employee benefits	36,588	41,588
Provisions	3,206	5,272
Income taxes payable	9,506	12,517
Others	8,892	8,972
Sub total	288,415	335,566
Liabilities of disposal groups classified as held for sale	—	—
Total current liabilities	288,415	335,566
<b>Non-current liabilities</b>		
Corporate bonds	149,579	149,550
Long-term borrowings	147,342	124,135
Other financial liabilities	70,503	72,738
Long-term employee benefits	55,702	66,659
Provisions	5,489	7,264
Deferred tax liabilities	4,383	4,503
Others	1,105	1,127
Total non-current liabilities	434,105	425,978
<b>Total liabilities</b>	<b>722,521</b>	<b>761,545</b>
<b>Equity</b>		
Common stock	79,863	79,863
Capital surplus	(7,271)	—
Treasury stock	(1,809)	(2,160)
Retained earnings	602,229	574,287
Other components of equity	(107,912)	(113,015)
Disposal groups classified as held for sale	—	—
Equity attributable to owners of the parent company	565,099	538,975
Non-controlling interests	43,598	53,095
<b>Total equity</b>	<b>608,698</b>	<b>592,070</b>
<b>Total liabilities and equity</b>	<b>1,331,220</b>	<b>1,353,616</b>

**(2) Condensed Consolidated Statements of Income**

	<i>Millions of yen</i>	
	First half (April 1, 2020 to September 30, 2020)	First half (April 1, 2019 to September 30, 2019)
Continuing operations		
Sales	511,382	532,266
Cost of sales	(315,213)	(337,451)
<b>Gross profit</b>	<b>196,168</b>	<b>194,814</b>
Share of profit of associates and joint ventures	1,786	(1,808)
Selling expenses	(71,220)	(82,731)
Research and development expenses	(12,337)	(13,882)
General and administrative expenses	(52,456)	(48,737)
<b>Business profit</b>	<b>61,940</b>	<b>47,654</b>
Other operating income	6,134	2,721
Other operating expenses	(6,772)	(29,616)
<b>Operating profit</b>	<b>61,302</b>	<b>20,759</b>
Financial income	1,585	3,628
Financial expenses	(2,933)	(3,395)
<b>Profit before income taxes</b>	<b>59,954</b>	<b>20,992</b>
Income taxes	(18,848)	(8,503)
Profit from continuing operations	41,106	12,489
Profit (loss) from discontinued operations	—	(195)
<b>Profit</b>	<b>41,106</b>	<b>12,294</b>
Profit Attributable to:		
Owners of the parent company	36,661	7,049
Non-controlling interests	4,445	5,244
Profit from continuing operations attributable to owners of the parent company	36,661	7,409
Profit from discontinued operations attributable to owners of the parent company	—	(359)
<b>Profit attributable to owners of the parent company</b>	<b>36,661</b>	<b>7,049</b>
Earnings per share from continuing operations (yen):		
Basic	66.87	13.52
Diluted	66.84	—
Earnings per share from discontinued operations (yen):		
Basic	—	(0.66)
Diluted	—	—
Earnings per share (yen):		
Basic	66.87	12.86
Diluted	66.84	—

### (3) Notes to Condensed Consolidated Financial Statements

Going Concern Assumption

Not applicable

Significant Accounting Policies

With the exception of the items explained below, the significant accounting policies used to prepare these condensed consolidated financial statements for the first half are unchanged from the policies applied to the consolidated financial statements in the previous fiscal year.

Income taxes for this first half are calculated based on an estimation of the effective tax rate for the fiscal year.

Impact of Applying New Accounting Policies

The Group has applied the following accounting standards from the first quarter of this fiscal year.

IFRS		Overview of new standards or amendments
IFRS 7	Financial Instruments: Disclosures	Partial amendment of hedge accounting requirements in response to IBOR reform
IFRS 9	Financial Instruments	

At the present stage, there is no impact due to applying the above accounting standards.

Segment Information

#### 1) Overview of reportable segments

The Group's reportable segments are categorized primarily by product lines. From the first quarter of this fiscal year, the Group has reclassified its previous four reportable segments of Japan Food Products, International Food Products, Life Support, and Other into three reportable segments: Seasonings and Foods, Frozen Foods, and Healthcare and Others. This reclassification accompanies changes in corporate organization aimed at strengthening business-based global management systems for the core businesses in the Medium-Term Management Plan.

Each reportable segment is a component of the Group for which separate financial information is available and evaluated regularly by the Management Committee in determining the allocation of management resources and in assessing performance.

Segment information for the first half of the fiscal year ended March 31, 2020 discloses information prepared based on the reportable segment classifications after the changes in corporate organization.

In addition, in the fiscal year ended March 31, 2020, the packaging business was classified under discontinued operations, and segment information presents amounts related to continuing operations only, excluding the packaging business.

In the previous fiscal year, the Company finalized a provisional accounting treatment related to a business combination. Accordingly, a significant revision has been made in the initial allocation of acquisition costs for the first half, ended September 30, 2019.

The product categories belonging to each reportable segment are as follows:

Reportable Segments	Details	Main Products
Seasonings and Foods	Sauce and Seasonings	Umami seasonings <i>AJI-NO-MOTO</i> <sup>®</sup> , <i>HON-DASHI</i> <sup>®</sup> , <i>Cook Do</i> <sup>®</sup> , <i>Ajinomoto KK Consommé</i> , <i>Pure Select</i> <sup>®</sup> <i>Mayonnaise</i> , <i>Ros Dee</i> <sup>®</sup> (flavor seasoning/Thailand), <i>Masako</i> <sup>®</sup> (flavor seasoning/Indonesia), <i>Aji-ngon</i> <sup>®</sup> (flavor seasoning/Vietnam), <i>Sazón</i> <sup>®</sup> (flavor seasoning/Brazil), <i>Sajiku</i> (menu-specific seasoning/Indonesia), <i>CRISPY FRY</i> (menu-specific seasoning/Philippines), etc.
	Quick Nourishment	<i>Knorr</i> <sup>®</sup> <i>Cup Soup</i> , <i>YumYum</i> <sup>®</sup> (instant noodles/Thailand), <i>Birdy</i> <sup>®</sup> (coffee beverage/Thailand), <i>Birdy</i> <sup>®</sup> <i>3in1</i> (powdered drink/Thailand), <i>Blendy</i> <sup>®</sup> brand products ( <i>CAFÉ LATORY</i> <sup>®</sup> , stick coffee, etc.), <i>MAXIM</i> <sup>®</sup> brand products, <i>Chyotto Zeitakuna Kohiten</i> <sup>®</sup> brand products, various gift sets, office supplies (coffee vending machines, tea servers), etc.
	Solution and Ingredients	Umami seasoning <i>AJI-NO-MOTO</i> <sup>®</sup> for foodservice and processed food manufacturers in Japan, Seasonings and processed foods for foodservice, Seasonings for processed foods (savory seasonings, enzyme <i>ACTIVA</i> <sup>®</sup> ), Drinks supplied to restaurants, Ingredients for industrial use, Delicatessen products, Bakery products, Nucleotides, Sweeteners (aspartame for food processing, <i>PAL SWEET</i> <sup>®</sup> for home use, etc.), and others
Frozen Foods	Frozen Foods	Chinese dumplings ( <i>Gyoza</i> , <i>Shoga Gyoza</i> , <i>POT STICKERS</i> , etc.), Cooked rice ( <i>THE CHA-HAN</i> , <i>CHICKEN FRIED RICE</i> , <i>YAKITORI CHICKEN FRIED RICE</i> , etc.), Noodles ( <i>YAKISOBA</i> , <i>RAMEN</i> , etc.), Desserts (cakes for restaurant and industrial-use, <i>MACARON</i> , etc.), Shumai ( <i>THE SHUMAI</i> , etc.), Processed chicken ( <i>Yawaraka Wakadori Kara-Age</i> (fried chicken), etc.), and others
Healthcare and Others	Amino Acids for Pharmaceuticals and Foods	Amino acids, culture media, medical foods
	Bio-Pharma Services	Contract manufacturing services of pharmaceutical intermediates and active ingredients, sterile products (fill and finish), etc.
	Specialty Chemicals	Electronic materials ( <i>Ajinomoto Build-up Film</i> <sup>®</sup> (ABF) interlayer insulating material for semiconductor packages and others), Functional materials (adhesive <i>PLENSET</i> <sup>®</sup> ), Magnetic materials ( <i>AFTINNOVA</i> <sup>®</sup> <i>Magnetic Film</i> and others), activated carbon, release paper, etc.
	Others	Feed-use amino acids (Lysine, Threonine, Tryptophan, Valine, <i>AjiPro</i> <sup>®</sup> -L, etc.), Fundamental Foods ( <i>Glyna</i> <sup>®</sup> , <i>Amino Aile</i> <sup>®</sup> ), Functional foods and drinks ( <i>amino VITAL</i> <sup>®</sup> ), Personal Care ingredients (amino acid-based mild surfactant <i>Amisoft</i> <sup>®</sup> , <i>Amilite</i> <sup>®</sup> , amino acid-based humectant <i>Ajidew</i> <sup>®</sup> , etc.)

## 2) Information by reportable segment

The Group's sales and earnings by reportable segments are as follows:

Inter-segment sales and transfers are primarily based on transaction prices between third-parties.

First half ended September 30, 2020 (April 1, 2020 to September 30, 2020)

Millions of yen

	Reportable segment			Other <sup>1</sup>	Total	Adjust-ments <sup>2</sup>	As included in condensed consolidated financial statements
	Seasonings and Foods	Frozen Foods	Healthcare and Others				
Sales							
Sales to third parties	295,386	98,832	110,623	6,539	511,382	—	511,382
Inter-segment sales and transfers	2,971	726	2,711	18,489	24,897	(24,897)	—
Total sales	298,357	99,558	113,335	25,028	536,280	(24,897)	511,382
Share of profit of associates and joint ventures	989	—	67	730	1,786	—	1,786
Segment profit or loss (Business profit or loss)	47,094	2,656	11,950	239	61,940	—	61,940
							6,134
							(6,772)
							61,302
							1,585
							(2,933)
							59,954

1. Other includes the tie-up and other service-related businesses.

2. Common corporate expenses that are not attributed to specific reportable segments are allocated to each reportable segment based on reasonable criteria. Common corporate expenses mainly relate to the parent company's administrative divisions.



First half ended September 30, 2019 (April 1, 2019 to September 30, 2019)

Millions of yen

	Reportable segment			Other <sup>1</sup>	Total	Adjustments <sup>2</sup>	As included in condensed consolidated financial statements	
	Seasonings and Foods	Frozen Foods	Healthcare and Others					
Sales								
Sales to third parties	308,348	103,258	113,575	7,084	532,266	—	532,266	
Inter-segment sales and transfers	2,768	724	2,035	16,166	21,694	(21,694)	—	
Total sales	311,116	103,982	115,610	23,251	553,960	(21,694)	532,266	
Share of profit of associates and joint ventures	(3,069)	—	141	1,119	(1,808)	—	(1,808)	
Segment profit or loss (Business profit or loss)	38,694	1,355	7,150	454	47,654	—	47,654	
							Other operating income	2,721
							Other operating expense	(29,616)
							Operating profit	20,759
							Financial income	3,628
							Financial expense	(3,395)
							Profit before income taxes	20,992

1. Other includes the tie-up and other service-related businesses.

2. Common corporate expenses that are not attributed to specific reportable segments are allocated to each reportable segment based on reasonable criteria. Common corporate expenses mainly relate to the parent company's administrative divisions.