

that are more resilient

## Well-being for a more prosperous future

Fulfilling the Ajinomoto Group's Purpose requires that we co-create social value and economic value through our business. We believe we can create a more prosperous future for all human beings, our society and our planet by repeating the cycle of improving empathy, accomplishing "well-being" from the consumer's perspective, and returning to society the values we co-create through our business. To achieve these goals, it is important that all employees and stakeholders take active roles, sharing our passion for our Purpose. It's essential that we have a corporate culture that is continually working to realize our vision. Through "AminoScience," the Ajinomoto Group will continue its constant pursuit of the co-creation of social and economic value as we look beyond resolving food and health issues and contribute to the well-being of all human beings, our society and our planet with "AminoScience."



# What is "AminoScience?"

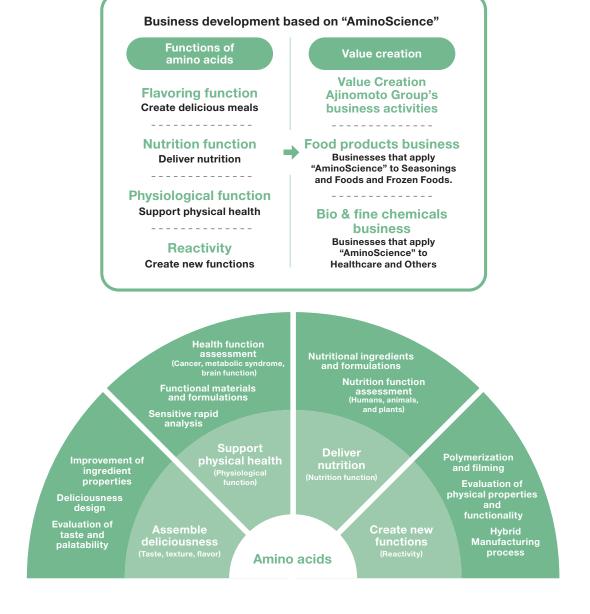
"AminoScience" is a collective term for the various materials, functions, technologies, and services derived from the research and implementation processes with a rigorous focus on unlocking the power of amino acids. It also refers to the Ajinomoto Group's unique scientific approach to connect these to resolving social issues and contributing to wellbeing. "AminoScience" is one of the sources of the Ajinomoto Group's competitive advantage not easily imitated by other companies.



### The Infinite Potential of Amino Acids

Protein is the most important nutrient in forming the bodies of not just humans but all living organisms, and amino acids are the smallest components in protein. The Ajinomoto Group has been rigorously researching amino acids since its founding with a focus on four functions of amino acids: 1) the flavoring function making foods delicious, 2) the nutrition function delivering nutrition to the body, 3) the physiological function promoting a healthy physical condition, and 4) the reactivity which leads to creating new functions. These functions have made them valuable in a

range of products and services such as food, medicine, and electronic materials. Recent research and development has revealed that the capabilities of amino acids extend to a wide range of genres beyond what we had imagined, especially in the medical and electronic industries. The Ajinomoto Group's strength is its ability to harness these functions, and as proud leader in amino acids, and we are committed to "AminoScience" and pursuing the expanding potential of amino acids.





In 1908, Dr. Kikunae Ikeda discovered in 1908 that glutamic acid is the component that gives the savory flavor (umami) to Japanese kombu dashi broth made from kelp. However, Dr. Ikeda's original subject of research was not food. He specialized in catalyst research, and when visiting Germany to study, he was surprised by the strong physical qualities and good nutrition of the German people. This inspired him to find a way to improve the nutrition of the Japanese people.

After returning to Japan, Dr. Ikeda devoted himself to research as a professor at the Tokyo Imperial University. One day in 1907, the particular delicious flavor of boiled tofu seasoned with kelp stock caught his attention, and he recognized the potential for researching umami ingredients.

Through trial and error he successfully crystallized the amino acids, which are the umami ingredient in kombu dashi, in February of the following year. His initial efforts only resulted in about 30 grams of the amino acid from 12 kilograms of kelp.

Having ascertained that the amino acid was glutamic acid, Dr. Ikeda developed a manufacturing method using it as a raw material to create umami seasoning, which he patented in July. He had learned the importance of putting inventions into practical use from his teacher, Dr. Ostwald, who was his mentor while he was studying in Germany.



Discoverer of the Umami Taste Dr. Kikunae Ikeda

Kikunae Ikeda (1864-1936). Doctor of Science. Professor, Department of Chemistry, School of Science, Tokyo Imperial University. In 1985, the Japanese government selected him as one of the Ten Japanese Great Inventors.



Founder of the Ajinomoto Group Saburosuke Suzuki II

Saburosuke Suzuki II (1868-1931). Businessman. Posthumously awarded the Junior Fifth Grade Fourth Order of Merit by the Japanese government.

Meanwhile, Saburosuke Suzuki II, who would later establish the Ajinomoto Group, was working at the iodine business his mother had founded. He had fallen into debt when his own business failed to make money in the rice market, but the business of extracting iodine from the kajime seaweed grew rapidly. After recovering from his financial troubles, he began exploring ways to expand the business and became acquainted with Dr. Ikeda and his developing research. They likely had an affinity for each other's research because kaiime and kombu are both made from the same seaweed. Suzuki understood and shared Dr. Ikeda's desire to use umami seasoning to increase the deliciousness of basic

meals and improve the nutrition of the Japanese people, and in 1909, he commercialized the world's first umami seasoning, AJI-NO-MOTO®. The history of the Ajinomoto Group began as a collaboration of industry and academia, and the Ajinomoto Group considers its founding date to be May 20, 1909, the day AJI-NO-MOTO® was first presented to the world. For over a century, we have followed our founding purpose to "Eat Well, Live Well." by pursuing greater balance between deliciousness and health, using the functions of amino acids to achieve goals such as salt reduction without compromising flavor.

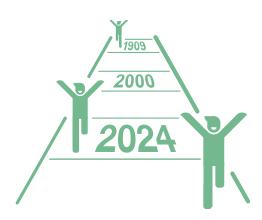
# All About the Ajinomoto Group

#### [ Number of employees ]

**Diversity in the Ajinomoto Group** 

Diverse employees are developing our business rooted in the local cultures of 34 countries and regions around the world. By region: 7,939 in Japan, 14,009 in Asia, 3,238 in Europe, Middle East, Africa (EMEA), and 9,676 in North and South America.





#### [ Year of establishment ]

Brand power built by history

The Ajinomoto Group was established 115 years ago with the discovery of the umami taste. The founder's aspirations of a "pioneering spirit" and to "create new value" have been passed down to this day.

## The Ajinomoto Group today in numbers

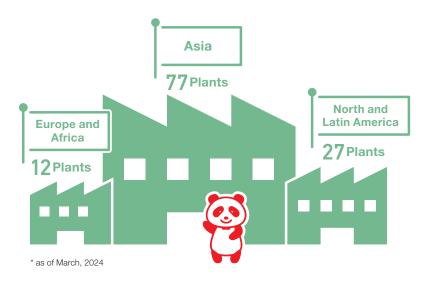
In the 2023 fiscal year, the Ajinomoto Group's sales reached a new record of 1,439.2 billion yen. In order to achieve the midterm goals set in the Medium-Term ASV Initiatives 2030 Roadmap, we developed several successful initiatives including Speed up×Scale up, encouraging quick responses to change, and fostering a challenging spirit in our company culture. Now that the Ajinomoto Group has entered a stage of renewed growth, let's take a look at various figures from the 2023 fiscal year.

Firstly, there are now 34,862 employees in our group as a whole, an increase of more than 200 compared to last year. These employees from 34 countries and regions around the world are working hard daily to develop our business while

closely accommodating each local food culture. This has been achieved thanks to our 115-year-old brand philosophy and to the individuals who share our aspiration to face amino acid research head on. Our production has expanded to 116 factories in 24 countries and regions around the world, with a research and development staff surpassing 1,700 people. This is how we have established ourselves in the global business market as a "technologically led food and amino acid company" with a corporate culture of constantly creating new value.

Ajinomoto Group will continue to grow by utilizing "AminoScience," combining the efforts of our food business with our biotechnology and fine chemicals business.

Founded on our amino acid research with "AminoScience" at our core, the Ajinomoto Group as expanded beyond Japan to 36 countries and regions around the world, primarily in the ASEAN and Latin American areas, promoting world-wide well-being through the products range from food to electronic materials.



#### [ Number of production plants ]

**Global production system** 

The Kawasaki Plant celebrated its 100th anniversary in 2014. We currently have plants in 24 countries and regions delivering safe and reliable products to customers worldwide.

#### [R&D personnel]

Ajinomoto Group's unmatched advanced technological capabilities

The Ajinomoto Group launched its research and development activities in 1956 with 100 researchers, and the operation has rapidly expanded to encompass over 1,700 around the world. Our highly specialized human resources, of which about 10% hold Ph.Ds, are engaged in fields spanning food, fermentation, biotechnology, biology, chemistry, and engineering.





[Sales]

A wide range of businesses

We operate businesses globally spanning food, healthcare, and electronic materials that contribute to the well-being of all human beings, our society and our planet with "AminoScience."

## What ASV Means to Us

Tran Thi Cam Van AJINOMOTO VIETNAM CO., LTD.

Contributing to the well-being of Vietnamese people and society through providing delicious and happy meals.

#### **Hayato Nagano**

Research Institute for Bioscience Products & Fine Chemicals

I believe that my work can provide new treatments for future patients. I want to provide groundbreaking treatments for more patients, improving their quality of life.

#### Tsubasa Ito

**Business Strategy and Development Dept.** 

To become a trusted partner, you need to be able to convert your personal experiences into words.

#### Thiago Miqueleto AJINOMOTO DO BRASIL INDÚSTRIA E

COMÉRCIO DE ALIMENTOS LTDA.

Caring for the Earth and its people while bringing profit and innovation to the Ajinomoto Group. Together, we create a better world for all.

## Yuna Kobavashi

Ajinomoto Frozen Foods Co., Inc.

Our goal is to deliver emotional richness, deliciousness, safety and security to both cooks and eaters in households with food allergies, and to spread "smiles through emotion."

## Kelly Miller

Ajinomoto Cambrooke, Inc. (USA)

Commitment to quality, ensuring safe products for customers, and fostering confidence in their child's nutrition.

#### Naralice Fuzinelli Amino Acids Dept.

I hope to support the Ajinomoto Group, its customers, and its partners, contributing to social development through ethical, sustainable, and scientifically innovative projects.

#### Nao Hirasaka

Ajinomoto Digital Business Partners Co., Inc.

Our goal is for all visitors to experience "Eat Well, Live Well." through factory tours, tastings, and cooking experiences.

### Francisco Hernandez

Agro2Agri, S.L. (Spain)

Looking for alternatives on how to reduce our carbon footprint in an efficient way brings social value to the environment and increases employees' sense of ownership, while allowing us to reduce costs and improve brand image.







ASV (Ajinomoto Group Creating Shared Value) is about co-creating social and economic value through business. It is the Ajinomoto Group's basic philosophy for realizing its "vision for the future" and Purpose. How do Ajinomoto Group members around the world understand and work towards ASV?

#### Yukako Konoike

East Japan Public Relations Group, Tokyo Branch

Every day I work, I feel like giving everyone around me a little nudge saying "See? Isn't it going great?"



Collaborating with our clients to provide life-changing and life-saving medications to patients in need.

Takanobu Usui Aiinomoto AGF. Inc.

Contributing to sustainable coffee production and solving local issues by supporting coffee production areas, forest conservation activities, and domestic coffee production in Tokunoshima.

#### Kanako Ueki AJINOMOTO HEALTHY SUPPLY CO., INC.

To give myself a competitive advantage, contributing to the lives of patients and the happiness of human-kind.

#### Francisca Ikediashi AJINOMOTO FOODS NIGERIA LTD.

ASV is the inspiration behind my work. The consistent commitment to provide information on MSG safety, benefits and usage to consumers through Seminars, cooking demonstration, Nutrition Education, PR and Media engagements.

Kenji Kawada Ajinomoto Fine-Techno Co., Inc.

To continue to provide products in the quantities that customers need, when they need them, under any circumstances.

Kornpin Supatniyapong AJINOMOTO CO., (THAILAND) LTD.

ASV makes me feel differentiated from other companies through its concept that does not only contribute to our business but also social value creation.

#### Hiroyuki Kaitsu Ajinomoto Food Manufacturing Co.,Ltd.

**Enriching lives with** safe and reliable products!

Carlos Augusto da Silva Paiva Nascimento

AJINOMOTO DO BRASIL INDÚSTRIA E COMÉRCIO DE ALIMENTOS LTDA.

For me, ASV is more than Ajinomoto Group Way, it is a lifestyle.