



RIO+20
United Nations
Conference on
Sustainable
Development

Eat Well, Live Well.
AJINOMOTO®

OUR SOLUTION FOR THE FUTURE WE WANT

Good eating = Green eating

Creating a food-future good for people, good for the earth.



June 18, 2012

Representative Director, Member of the Board
& Corporate Executive Deputy President, Ajinomoto Co., Inc.
(Management of R&D)

Yutaka Kunimoto

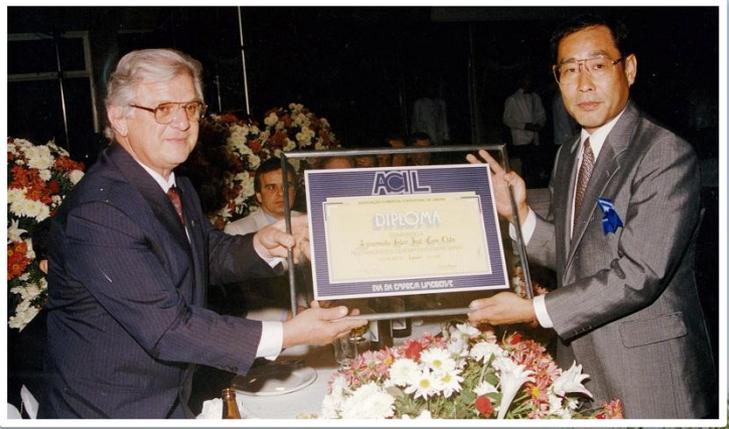
Over 50 years in Brazil



50 years before



Foods/Beverages



Animal Nutrition



Agribusiness



103
years

Founding Spirit

To create good, affordable seasonings and turn simple but nutritious fare into delicacies.”

Dr. Kikunae Ikeda,

My Motivation for Inventing AJI-NO-MOTO®.



Dr. Kikunae Ikeda
Discoverer of
the *umami* taste

Saburosuke Suzuki II
Founder of
the Ajinomoto Group



Create "New Value"

+

Display "Pioneer Spirit"

1908

1909

Umami Seasonings
AJI-NO-MOTO



Over 100 years

Eat Well, Live Well.
AJINOMOTO®

103
years

From Japan to the World

Having sales in

130
countries



30,000
employees



Having

105
plants



A Local Presence in Markets Around the World

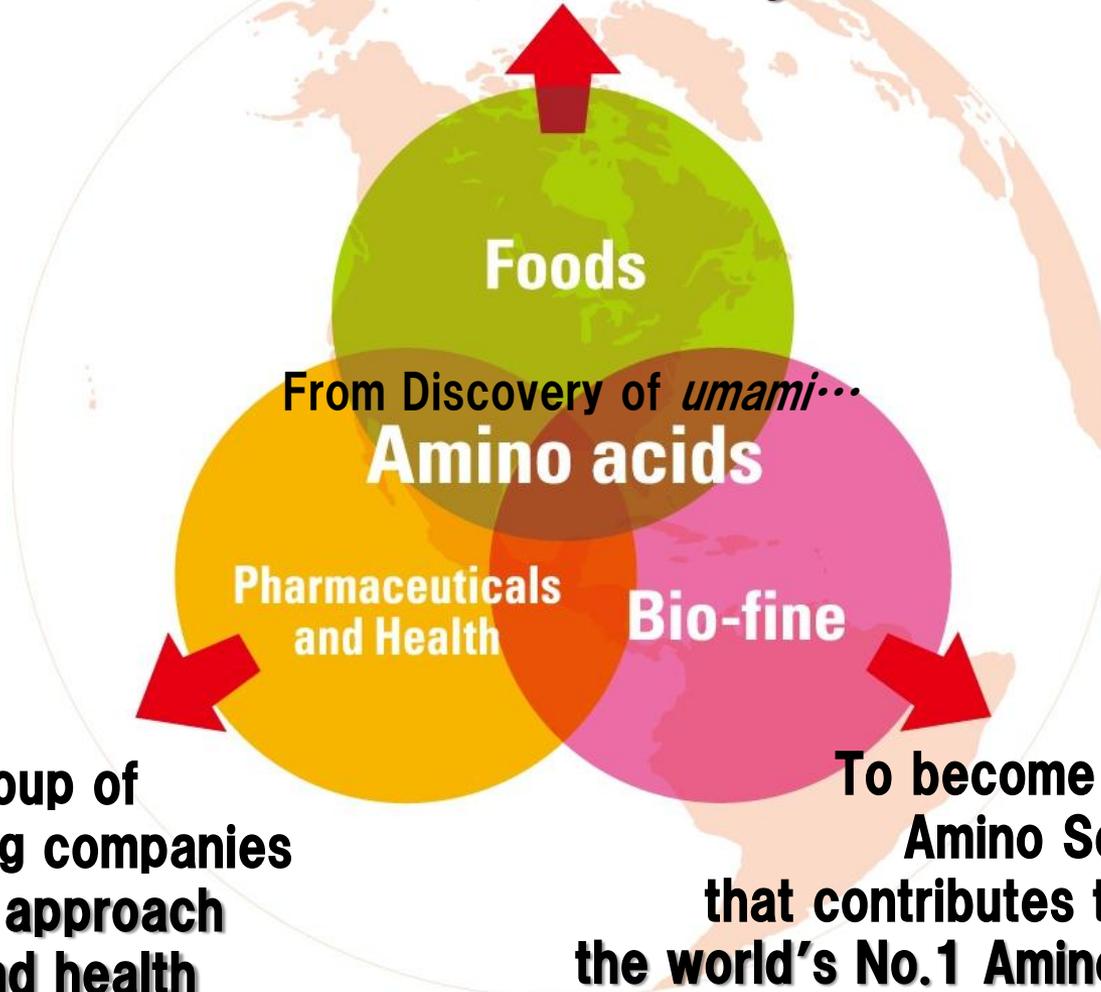


Pursuing Deliciousness and Health in a Wide Range of Fields



103
years

To become a global group of
food companies centered on
the world's No. 1 seasoning business



To become a group of
health-promoting companies
with a scientific approach
to good taste and health

To become a global group of
Amino Science companies
that contributes to humankind with
the world's No.1 Amino Acid technology

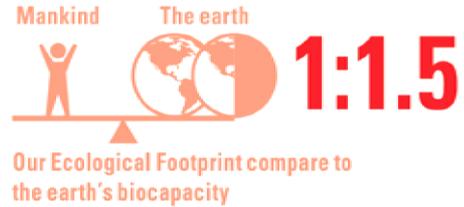
Urgent problems faced by the global community

The food supply-demand balance is becoming lost

This loss of balance will make it difficult to achieve sustainable growth and eradicate poverty.

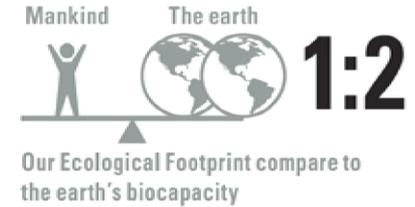
At present, the world

has the population of 7 billion people and we are already facing stringency in the supply of resources.



The world in 2030

will have a population of 8.3 billion people, who will impose an even greater load on the global environment.



Global Sustainability

A rise in the world's temperature over the next 100 years or so is predicted based on the assumption that world economic growth will continue based on intensive use of fossil fuels¹.



¹L. Fourth Assessment Report of Working Group 1 of the Intergovernmental Panel on Climate Change (IPCC)

Food Resources

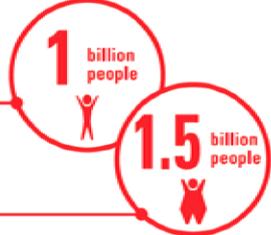
An additional 70% food production increase is projected in 2050 compared to the 2005 level².



²2. Agricultural Outlook 2009-2018, OECD-FAO

Healthy Living

World population suffering from **undernourishment**³



Overweight adults, aged 20 and older, with a BMI of over 25⁴

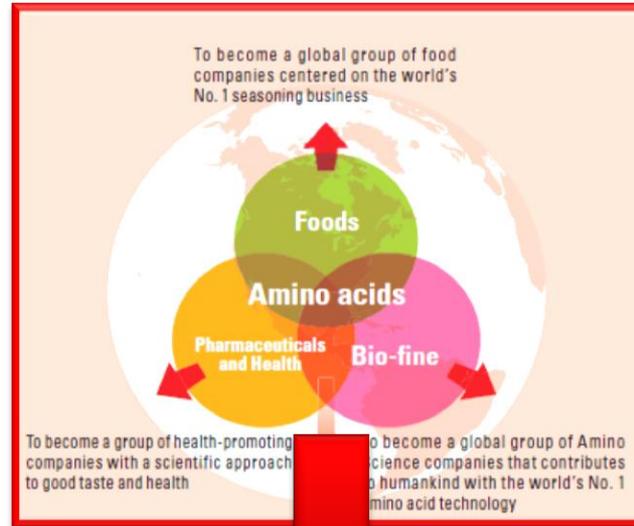
³3. Agricultural Outlook 2010-2018, OECD-FAO
⁴4. Fact Sheet No. 311, WHO

We must solve food-related problems for the sound future of people and the earth.

Our initiatives for global problems

• *Materials for functional food*

• *Advanced medical technology; AMINO INDEX etc.*

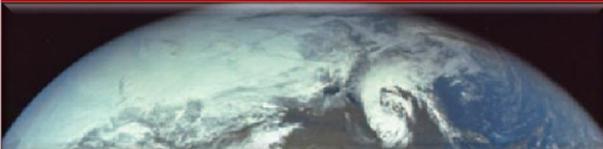


• *Fermentation with fewer resources*

• *Nutrition for animals, plants and marine creatures etc.*

Resolve issues for 21st century human society through our businesses

Global Sustainability



Optimize environment and natural resources

Food Resources



Utilize non-edible materials

Healthy Living



Address under and over nutrition
Adopt to aging society trends



“THE FUTURE WE WANT” ZERO DRAFT

We renew our commitment to
sustainable development
and express our determination to
pursue the green economy
in the context of sustainable development and poverty eradication.

We acknowledge
the important role of the private sector
in moving towards sustainable development.

We acknowledge
Business and industry is strongly encouraged to
show leadership in advancing a green economy
in the context of sustainable development and poverty eradication.

— Our solutions for the Future We Want —

Good eating = Green eating

Creating a food-future good for people, good for the earth.

Change how 7 billion people eat, and the whole world changes.

Food isn't just about flavor, or balanced nutrition.

Food nurtures all life on the earth,

By changing how we eat,

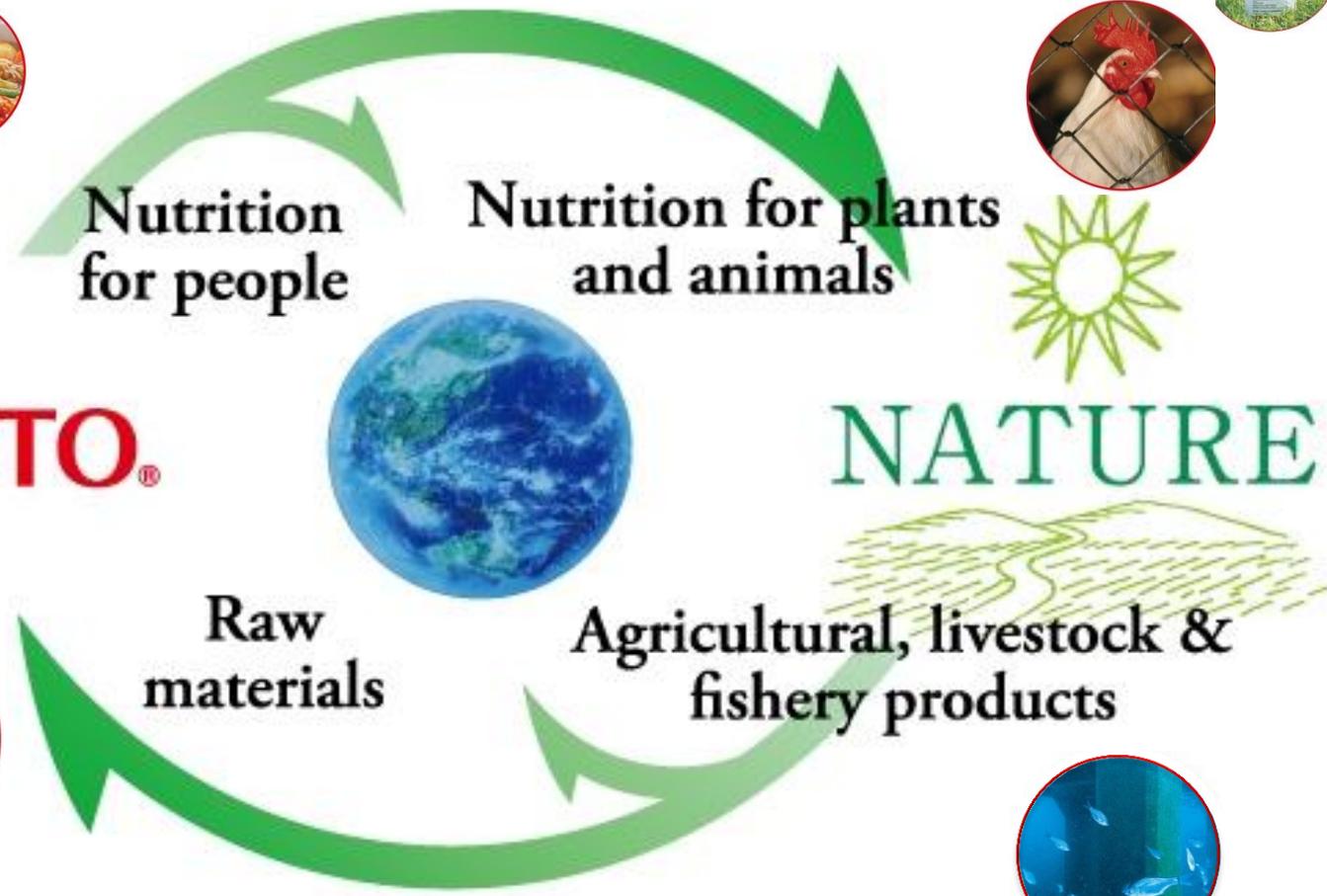
we can making people – and the planet – healthy.

This is the vision for the Ajinomoto Group's new food-future.



Our basic concept of business

The Ajinomoto Group
Initiatives “Work for life”



AJINOMOTO®

Our approach toward Green Economy

Protecting and nurturing
natural resources



Nurturing Marine Resources

Monitoring Marine Resources

Making Efficient Use of
Natural Resources

Making the best use of
resources and recycling



Nurturing Riches of the Land

More Efficient Use of Farmland

Achieving
low-carbon
business and society



Spreading Environmentally
Friendly Livestock Farming

Use of Biomass Energy

Providing a
sustainable lifestyle
through our products and services



Prevention of Undernutrition

Prevention of Overnutrition

Helping People Improve Their Health

Supporting the Realization of
Eco-lifestyle

Good eating = Green eating

etc.



What Are Amino Acids?

Our Products



- *Umami* Seasoning
- Feed -use Amino acids
 - Sweeteners
 - Functional Foods
 - Pharmaceuticals
- Specialty Chemicals
 - Cosmetics etc.

We have *the World No.1* Fermentation technologies

We produce *1 million tons* of amino acids

Amino acids represent the source of life

Amino Acids 20%

Others 20%

Water 60%

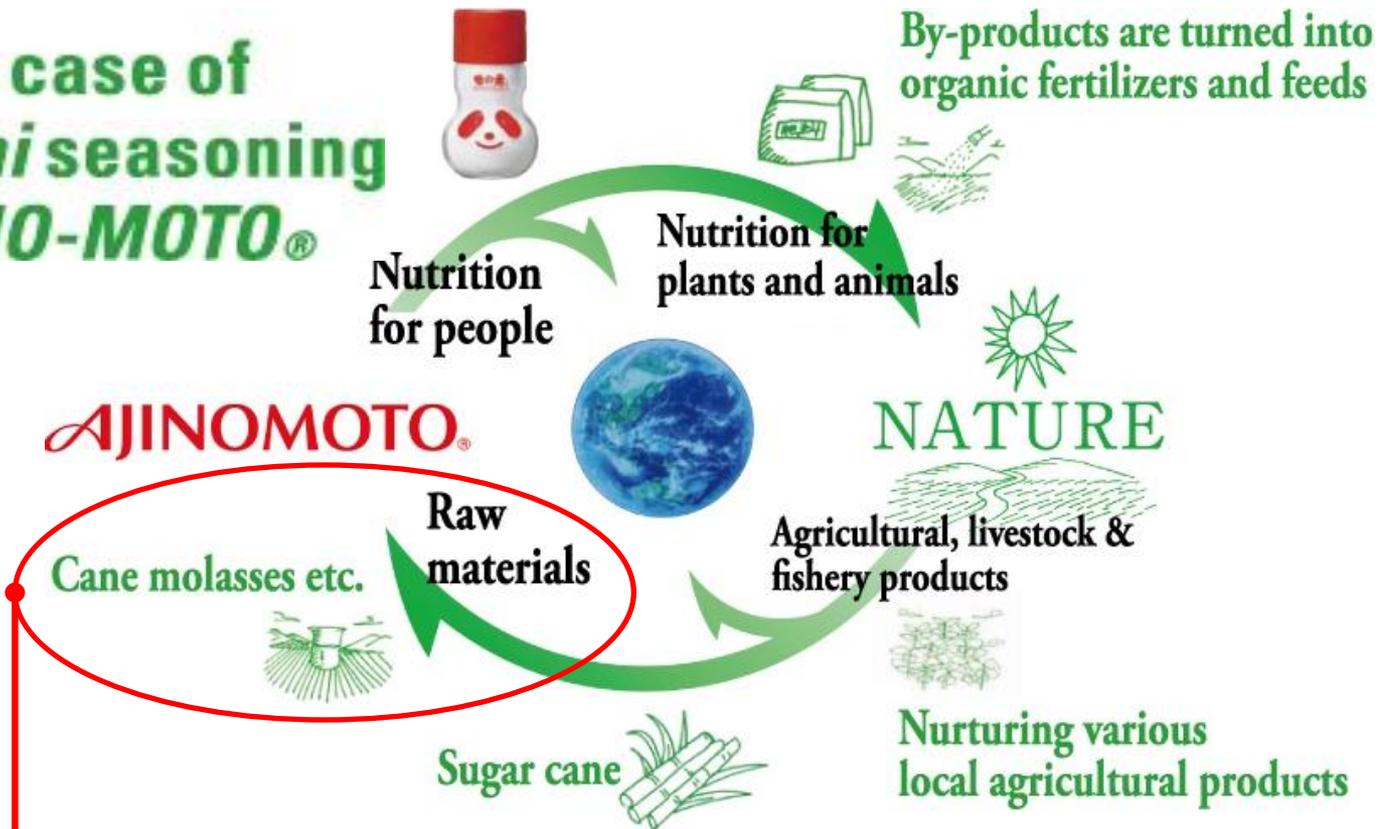
About 100 thousand kinds of proteins

20 kinds of amino acids
That constitute the body
(Essential amino acids are indicated in red.)



A Highly Resource-efficient Amino Acid Production

In the case of
umami seasoning
AJI-NO-MOTO®



Selecting raw materials available at each region



Sugar cane



Cassava



Corn



Wheat



A Highly Resource-efficient Amino Acid Production

Manufacture of *AJI-NO-MOTO®* and effective use of food resources



Assuming that the annual amount of *AJI-NO-MOTO®* made by the Ajinomoto Group by fermenting **sugar cane** and **cassava** is

Manufacturing the product by the fermentation method to provide it in a sustainable manner without depleting food resources

500,000 tons



If all were made from **kelp**:

25 million tons

of kelp are required.

Equivalent to **833** times the yearly average amount of kelp produced in Japan!



If all were made from **tomatoes**:

200 million tons

of tomatoes are required.

Equivalent to **1.6** times the yearly average amount of tomatoes produced in the world!

More Efficient Use of Farmland

Feed-use Amino Acid

Feed-use amino acid contributes to
the effective use of feed and to the growth of livestock.

50 tons of soybean meal out of 1,000 tons of general feed can
be replaced with

48.5 tons of corn + 1.5 tons of lysine.

Approx.
- 70%
Saving land



Arable land necessary to 50 tons of
soybean meal production



Arable land needed for
48.5 tons
of corn production



Land necessary for
the production of raw material
for 1.5 tons of lysine



Approx. 1.2 million tons of world's consumption of lysine

= saves **approx. 14 million ha** of arable land

(roughly a half of soybean land in the US or twice of arable land for overall
agricultural products in Japan)

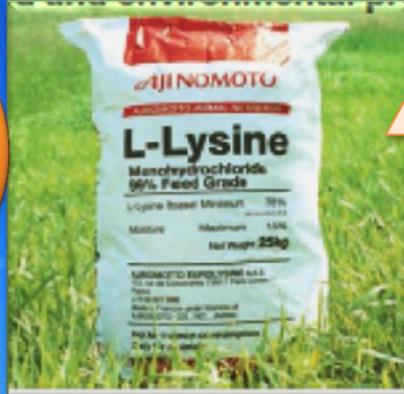
Spreading Environmentally Friendly Livestock Farming

Feed-use Amino Acids

CO₂ ↓

-30%

N₂O reduction
Effect



330,000 tons of lysine
of the Ajinomoto Group

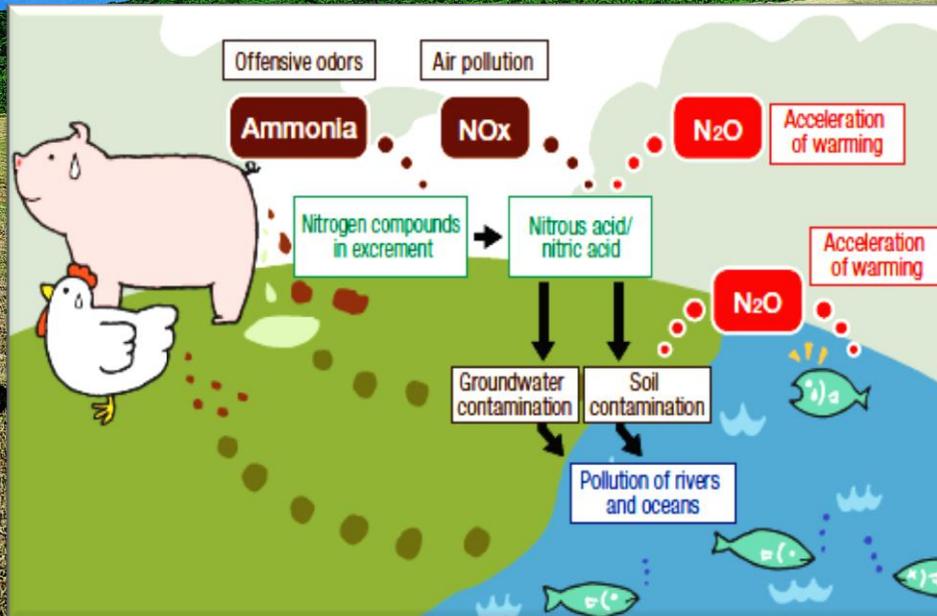
↓
Equivalent to

approx. 800,000 tons of CO₂ reduction

= equivalent effect to

tree planting in 123,000 ha

(23 special districts of Tokyo x 2)

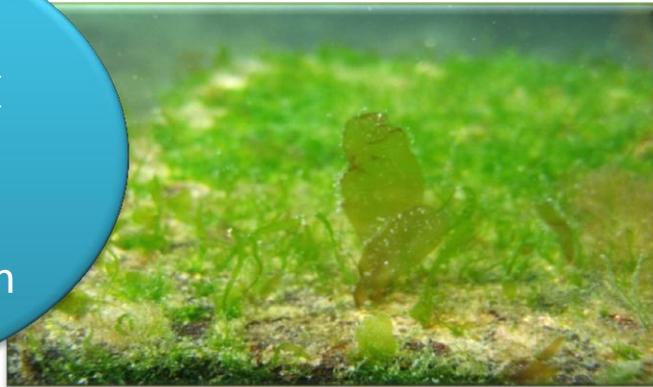




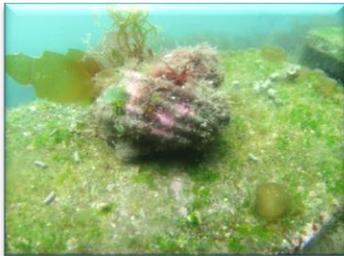
Environmental Vitalizing Concrete

Believing that amino acids can help vitalize water sources, we began conducting research to develop concrete containing amino acids.

5 ~ 10 ×
faster
microalgae growth



in 21
water area
across Japan





Making Efficient Use of Natural Resources

Eat Well, Live Well.
AJINOMOTO®

Nurturing Riches of the Land



Co-products: Returning the benefits to Local Communities

Co-products, making the most efficient use of the bounty of the fields,
and fostering abundant regional fruits of the field.



Nearly
100%
Reuse





Use of Biomass Energy

Introduction of Biomass Boilers

We have introduced biomass boilers, in each region.

In Thailand

using biogas generated from the process of producing amino acid

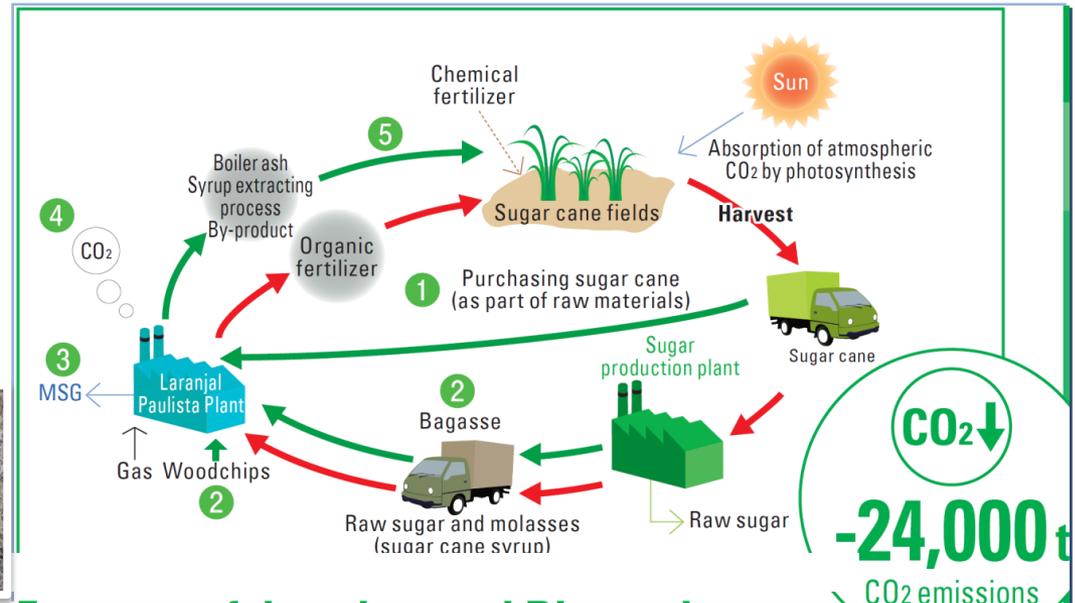


using rice husks as fuel



In Brazil

Advanced Bio-cycle Launched at the Laranjal Paulista Plant





Prevention of Undernutrition & Overnutrition

Make the world healthy together with regions

“Undernutrition”



Developing countries

“Overnutrition”



Developed countries



Status of World Hunger
Percentage of population suffering from undernourishment

Extremely low Less than 5% Moderately high 20–34%

This map is based on the World Programme's World Hunger Map, which classifies world hunger into five levels based on the rate of undernourishment in each country. According to the WFP: Undernourishment is the status of people whose food intake does not meet minimum requirements.

Operational Sites of the Ajinomoto Group

● Subsidiaries, affiliates and offices of the parent company ▲ Seasoning plants ▲ Process foods plants

A value that provides “taste” and “nutrition”



Prevention of Overnutrition

Delicious and Satisfactory Dietary life

Tastes provide Healthy life



Our Products

UMAMI



Reducing salt



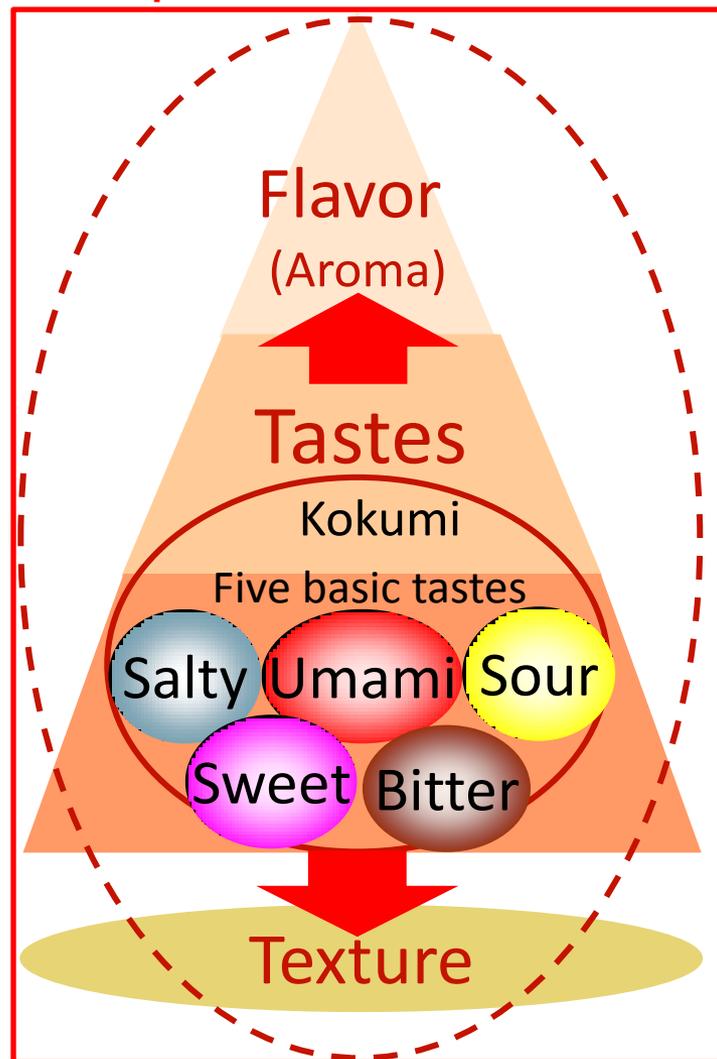
Reducing sugar



Reducing fat



Comprehensive Deliciousness





Prevention of Undernutrition AIN Programs

Ajinomoto International Cooperation Network for Nutrition and Health (AIN)



【Indonesia】

Community-based disability prevention project through nutrition and training for pregnant women as well as children under 5 and their parents

(Photo provided by: CBR-DTC)



【Thailand】

Mobile school and lunch service

(Photo provided by: Chikyushimin ACT Kanagawa)



【Peru】

Empowerment assistance project for residents regarding nutrition/mother and child care

(Photo provided by: AMDA Multisectoral and Integrated Development Services)

【Bangladesh】

Nutrition Guidance to Improve Symptoms of Arsenicosis Patients

(Photo provided by: Asia Arsenic Network)



Results from 1999~2012

Supporting **59** projects

Supporting **12** countries

Supporting approx. **80,000** people

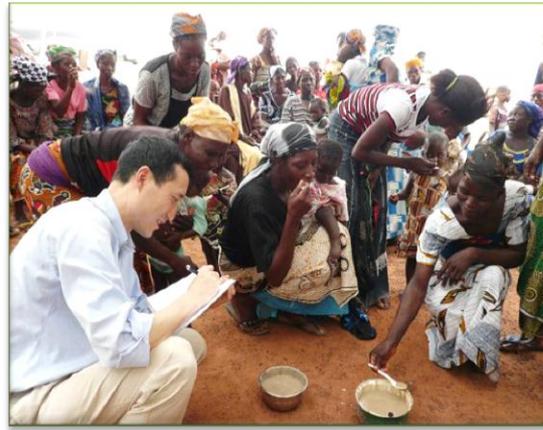


Prevention of Undernutrition

The Ghana Neutrition Improvement Project

To improve nutritional and health status of the people in **developing countries who are deficient in protein intake**

by fortifying their diet **with lysine and the micronutrients**, an amino acid.



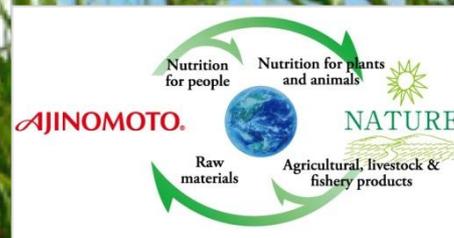
Implementation structure



Partnership

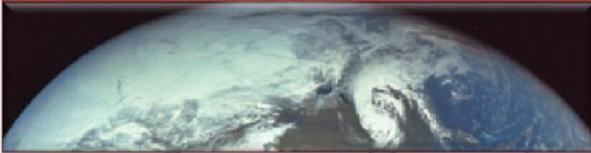


For the Sustainable Future with our Technologies



Resolve issues for 21st century human society through our businesses

Global Sustainability



Food Resources



Healthy Living



R&D & technologies

Green Biotech

Technologies to improve productivity and quality of plants, animals and fishery resources

Fertilizer from fermentation liquor,
Foliar agent,
Aquaculture nutrition,
Environmentally active concrete,
etc.

White Biotech

Fermentation technologies using raw materials that do not compete with foodstuffs

Bio fibers
(petroleum synthesis
→ plant fermentation),
**Lower resource
fermentation technology**, etc.

Fine Chemicals/Life Science

Next-generation pharmaceuticals, technologies that support improvements in healthcare and nutrition, electronic materials

Regenerative medicine,
Polymer drug manufacturing,
Organic electroluminescent materials, **Amino Index®**
(additional applications) etc.

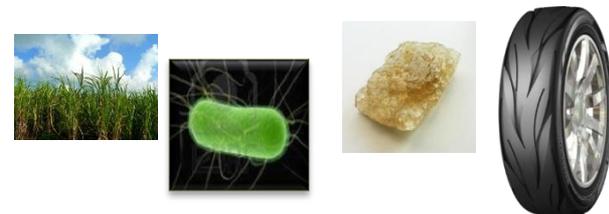
Eat Well, Live Well.
AJINOMOTO® Ajinomoto Co., Inc.
15-1, Kyobashi 1-chome, Chuo-ku, Tokyo 104-8315, JAPAN

NEWS RELEASE

May 31, 2012

**Ajinomoto Co., Inc. and Bridgestone Corp.
Jointly developing synthetic rubber from biomass*1
Pioneering new field with world's most advanced
fermentation technology**

http://www.ajinomoto.com/about/press/g2012_05_31_2.html



AJINOMOTO® BRIDGESTONE

February 13, 2012

**Ajinomoto and Toray to Conduct Joint Research on
Biobased Nylon**

http://www.ajinomoto.com/about/press/g2012_02_13.html

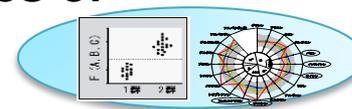


AJINOMOTO® 'TORAY'
Innovation by Chemistry

September 8, 2011

**Article on "Plasma free amino acid profiling of five types of
cancer patients and its application for early detection"
Published in Online Scientific Journal *PLoS ONE***

http://www.ajinomoto.com/about/press/g2011_09_08.html



AJINOMOTO®

To the Future—

Continuing to Take on Challenges to Contribute to
the Future of Food for People across the World.

— Our Solution for the Future We Want —
Good eating = Green eating

Creating a food–future good for people, good for the earth.

*Change how 7 billion people eat,
and the whole world changes.*





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