

FACT SHEET

2023



Eat Well, Live Well.

Aj
AJINOMOTO®

Ajinomoto worldwide



The **Ajinomoto Group** was founded in 1909, through **Dr. Kikunae Ikeda's** findings. He was a professor and researcher from **Tokyo Imperial University**, which, through studies and surveys, discovered umami – the fifth taste of human palate – and the main substance responsible for this taste: glutamic acid, amino acid largely present in natural food and in the human body.

After this finding, the acid glutamic, current world-widely known by **AJI-NO-MOTO®**, was patented, and it was born the Ajinomoto company, which name means, in Japanese, “the essence of flavor”.



Currently, the company is present in **36 countries** /regions, within **117 factories** and around **34 thousand** employees all over the world. In the **fiscal year 2022***, the Group reached global net sales of **US\$ 10 billion**.

*From April/2022 to March/2023

Ajinomoto do Brasil



More than owner of great and leader brands of the retail market such as **SAZÓN®**, **MID®** and **VONO®**, Ajinomoto is global leader in amino acids, operating in several segments as food, pharmaceutical, cosmetic, of agribusiness and of animal nutrition.

Ajinomoto arrived in the country in 1956 and nowadays Brazil is the fourth most important market for the Group, only behind Japan, Thailand and USA. Owns a corporate office headquartered in São Paulo city and four plants in the São Paulo state's countryside, located at Limeira, Laranjal Paulista, Valparaíso and Pederneiras cities. The company attends the domestic and the international market and employs around 3.000 people.

NET SALES

In the fiscal year 2022*, Ajinomoto do Brasil reached net sales of R\$ 3.4 billion.

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Differentials of Competitiveness



- Global leader in amino acids
- In Brazil is the unique company that produces amino acids for human use
- Development of specific products for the Brazilians
- Significant investments in R&D
- Specialty company

Portfolio

In Brazil we count on:

- Several retail brands and more than 100 products that facilitates the Brazilian daily routine in the kitchen, in a practical and tasty way;
- More than 30 products for the Food Service market (food out of home), which offer the best cost benefit and quality for the operators from restaurants, bakeries, hotels, among other commercial places;
- Several products destined to the food industry, among flavor enhancers and enzymes, which proportionate costs and sodium reduction, improvement of texture and quality of frozen products, lacteous, meat, pasta and others that promotes the perception of the 5th taste;
- Amino acids that contributes for the nutritional balance of poultry's, fish's and swine's diet;
- Amino acids that compounds formulation of cosmetic products which, among other benefits, contributes to the improvement of skin hydration, cleanliness and firmness, as well as the hair brightness and strengthens;
- Amino acids that help in the muscles recover after the sportive practice and contributes to a better performance;
- Amino acids that provide nutritional intake and assist in the positive balance of muscle mass, important to maintain the quality of life for the elderly to avoid metabolic deficiencies such as Sarcopenia;
- Amino acids for clinical nutrition and calories control, as aspartame;
- Specials, liquids and nitrogenous fertilizers that contributes to a better productivity of crops from many cultures and in order to let the natural food founded in the street markets and supermarkets healthier.



Business areas



FOOD (RETAIL AND FOOD SERVICE)

Produces and sells products to consumers, to the Food Service market (food out of home) and for international retail. Main retail products: **SAZÓN®** seasoning and broth, **VONO®**, **MID®** and **MID ZERO™**, **TERRANO®**, **TERRANO® Veggie Burger**, **AJI-NO-MOTO®**, **AJI-SAL®**, **Receita de Casa™**, **Sabor a Mi™**, **Hondashi®** and **SATIS!®**.

Food Service products: **AJI-NO-MOTO®**, **Hondashi®**, **Sabor a Mi®**, **AJI-SAL®**, **SAZÓN® Professional** seasoning and broth, **TERRANO® Olive Oil**, **TERRANO® Unique Type Olive Oil**, **TERRANO® Veggie Burger**, **SATIS!®**, mix sauce, creams, meat tenderizer, tomato paste, soja/shoyu and mashed potatoes.



FOOD INGREDIENTS

Produces and sells ingredients for the food industry, with many solutions to improve flavor, sodium reduction and cost reduction. **Main products:** flavor enhancer **AJI-NO-MOTO®** (monosodium glutamate), **AJINOMOTO MAG** (monoammonium glutamate) and **AJITIDE®** (inosinate e guanylate disodium), the prepared condiment **HARMONIX-F®**, besides **ACTIVA®** (transglutaminase enzyme).



AMINO SCIENCE

Manufacture and sale of amino acids and derivatives to food, pharmaceutical, cosmetic, nutritional and functional industries. For the consumer, the division offers **aminoVITAL® GOLD** and **aminoVITAL® GOLD DRINK MIX**, unique products that, in addition to the 3 amino acids of BCAA, are evolved with 6 essential amino acids to contribute to a balanced diet.



ANIMAL NUTRITION

Manufacture and sale of amino acids and other ingredients for animal nutrition, particularly to poultry and swine feed.



AGRIBUSINESS

Produces and sells special fertilizers for fertirrigation, for soil and foliar. Products that contain amino acids in their composition and that have specific benefits to meet the needs of plants.

Products

AMINO
SCIENCE

FOOD

FOOD
INGREDIENTS

AGROBUSINESS

ANIMAL
NUTRITION





Targets and goals



Contribute globally, for a better future, with significant progresses in the areas of food and health, working for life;



Maintain and reduce constantly the CO₂ emission in the plants and logistic processes;



Continually invest in research and development, as well as in new solutions for our clients and consumers;



The Ajinomoto do Brasil aims to be a centenary company in Latin America;

Reinforce the expertise in offer tasty and practical products for Brazilian people;



Disseminate umami benefits and its main substances for the society;

Incentive the social inclusion through de practice of sports for disabled people and activities related to nutrition and education of partner communities;



Contribute for a better and healthier life for the people and the agribusiness sector, in a sustainable way, with high technology and through its network.



FOR FURTHER INFORMATION

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Ajinomoto Partner of your routine

Good morning! Our amino acids are used in many products such as toothpastes that fights against tooth sensitivity.

We are with you at breakfast, because our fertilizers contribute to yields fruit more productive and healthier foods. We are also in your pet's food! Ah! Do not forget about the sunscreen lotion before leaving. We are with you in this as well.

Hum! After a busy day a VONO® soup goes nicely!

We meet again when you use shampoo, conditioner and soap, because these products have our amino acids in their formulations.

Improving grain crops so your coffee becomes more delicious is one of the task of our agribusiness professionals.

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Supplements with BCAA helps your muscle recovery and contribute to greater fitness. We are with you during exercise, because we are the only company to produce amino acids for human use in Brazil.

A sandwich for snack in the afternoon? Great choice. We help industries to prepare their bread, cheese, turkey breast and ham.

At lunchtime we are in your favorite restaurant with many products such as sauces, olive oil and mashed potato. If you prefer eating at home, why not prepare a easy meal with SAZON® while drinking a delicious powdered soft drink MID®?