

Eat Well, Live Well.



TICAD8 Side Event

Unlocking the potential of a multi-stakeholder approach to a healthy food system

Boosting the private sector: how can a private company credibly contribute to food system transformation

Ajinomoto Co., Inc.

Manager, Global Communications

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Introduction of the Ajinomoto Group



Dr. Kikunae Ikeda discovered umami in 1908



Glutamic acid extracted from kelp by Dr. Ikeda

Saburotsuke Suzuki II founded Ajinomoto in 1909



Ajinomoto's first product was monosodium glutamate (the world's first umami seasoning)

Eat Well, Live Well.

Help resolve social issues and create value through our business

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Ajinomoto Group Creating Shared Value (ASV)

The Ajinomoto Group by Number



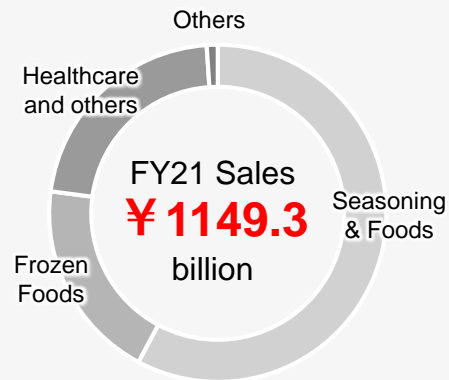
About **34,198** people work for The Ajinomoto Group worldwide.



120 plants produce Ajinomoto Co. products throughout Europe, Africa, Asia, Latin America and North America.



135 countries and regions sell Ajinomoto Co. products.

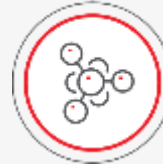


Industries We Serve



Wellness Nutrition

Biotechnology



Sports Nutrition

Personal Care



Food & Beverage

Beauty



Foodservice

Pharmaceutical



Medical Foods

Our Purpose and Vision

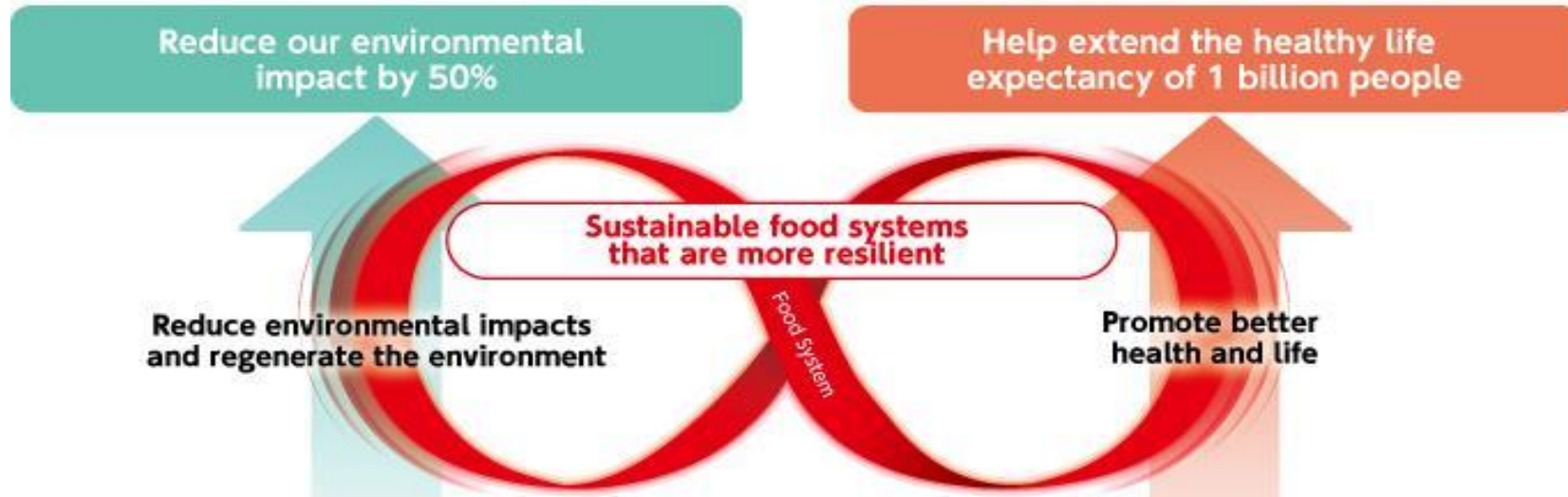
Purpose

Unlocking the power of amino acids to **resolve the food and health issues**.

Vision

Contribute to greater wellness for people worldwide, **unlocking the power of amino acids** to resolve the food and health issues associated with dietary habits and aging.

2030 outcomes

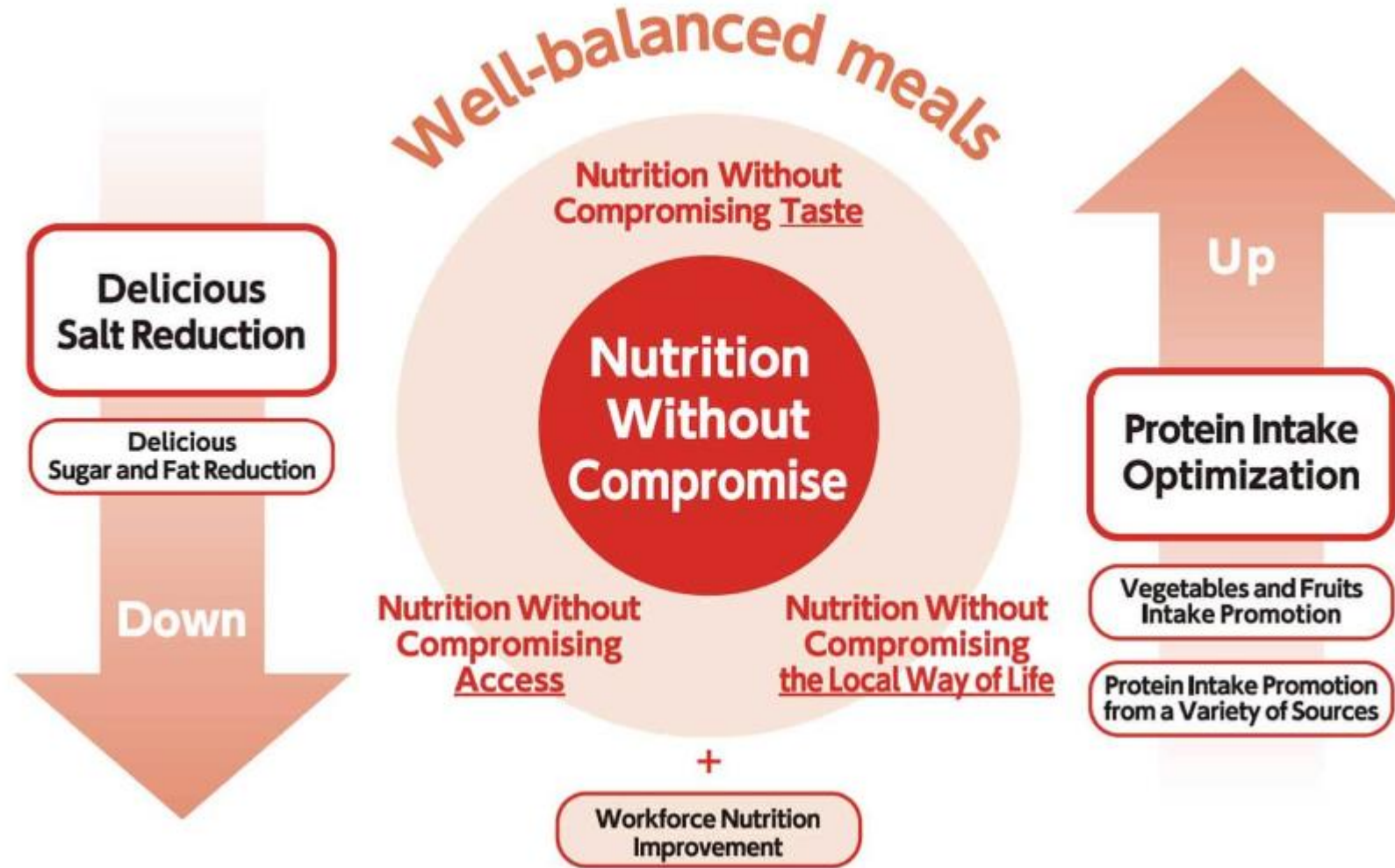


Main scope



Priorities

Our Approach to Nutrition



Our Operations in Africa

Ajinomoto Foods Nigeria LTD

Producing and distributing seasoning products to **28m** households in **Nigeria and 8 other West African countries**, to help make delicious dishes.



Partnership with Promasidor Group*

Delivering top food brands (seasonings, dairy, etc.) across **39** countries in Africa.



*The Ajinomoto Group holds 33.33% of Promasidor Holdings LTD.

Our Operations in Africa

The Ajinomoto Foundation (“TAF”)

Mission

Contribute to solutions for crucial social issues through programs for improvement of nutrition through eating well.

History

- In 2009, the Ajinomoto Group launched **the Ghana Nutrition Improvement Project** to address malnutrition among infants and children.
- “Koko Plus®” was developed **to solve issues of protein and micronutrient deficiencies in weaning infants.**
- The business was transferred to TAF in 2017, to realize more social impact in collaboration with public sectors.

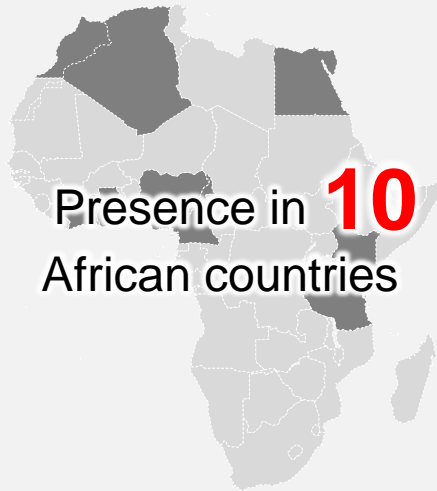


Our Providing Values to Agri Market



AGRO2AGRI™

A group of companies providing **BioSolutions** that solve the challenges of the modern agriculture and the food chain.



Multiple products



Registration support



Technical Advice



Natural innovation

Product Portfolio

BIOSTIMULANT & PLANT NUTRITION



Foliar spray



Soil application



Extensive crop



Micronutrients



Specialties

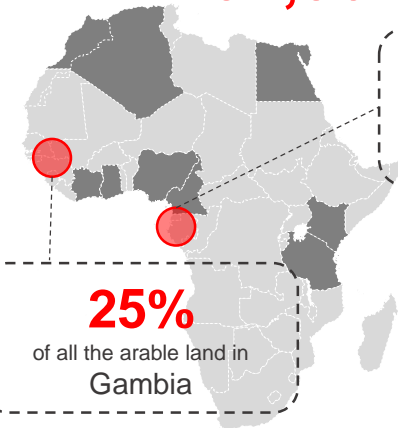
Our Providing Values to Agri Market

Land Saving Africa

8 13 14 15

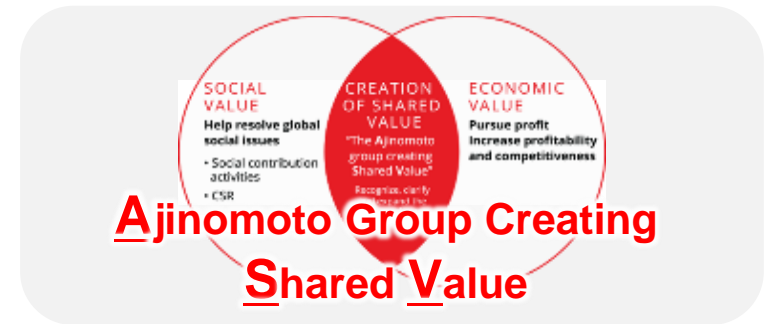
Only last year with the spreading of our products (Sales: 3,9 M€), simply by increasing crop productivity we are **SAVING LAND** in **AFRICA** of

91,561 Ha



80%
of all the arable land in Equatorial Guinea

Forecast FY22 (Sales: 5,1 M€)
119,733 Ha



Foods & Jobs in Ghana

1 2 8 10

Cooperation with local government programme: **1 Fertilizer** (1 Liter) for **1 Farmer**, including basic agricultural training and technical advice



SOCIAL VALUE

- Provide small farmers and families with a livelihood and decent work
- Crop yield increase of over 30% Vs traditional agriculture

ECONOMIC VALUE

- FY21: 47,520 Liters = 47,520 small farmers
- Brand image in the region

Kafunjo Project in Uganda

1 2 3 4 13 15

Employees donate \$ to Kafunjo social projects / A2A gives **BIOSTIMULANTS** and technical support for 8 Ha of crops & feeding orphanage/ Kafunjo spreads the project on social media / Next years possible involvement of supplier-customers buying **BIOSTIMULANTS** (Sales) to give to Kafunjo



SOCIAL VALUE

- Local crops yield increases +25% with our **BIOSTIMULANTS**.
- Support for social projects: Malaria vaccine; food for the community: feeding orphanage children.
- Employee engagement

ECONOMIC VALUE

- Entry into a new market and Brand introduction in the country
- Support for country registration, etc.

Our Providing Values to Agri Market

NORTHERN

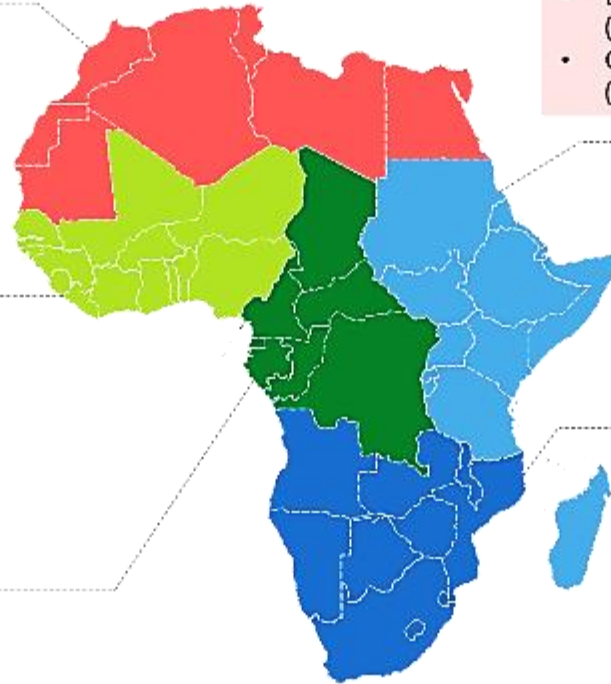
	Today	With BS
Hectares (Million Ha)	24	-4
Production (Million Kg)	151	+22
Average Yield (T/Ha)	12.1	+1.8

WEST

	Today	With BS
Hectares (Million Ha)	135	-20
Production (Million Kg)	382	+56
Average Yield (T/Ha)	4.1	+0.6

CENTRAL

	Today	With BS
Hectares (Million Ha)	27	-5
Production (Million Kg)	101	+19
Average Yield (T/Ha)	1.6	+0.3



- BS can save +53 Million Ha in Africa (almost the agricultural area of Nigeria)
- Or produce +171 Million Kg of food (enough to feed 250.000 people in a year)

EAST

	Today	With BS
Hectares (Million Ha)	77	-19
Production (Million Kg)	206	+52
Average Yield (T/Ha)	3.6	+0.9

SOUTHERN

	Today	With BS
Hectares (Million Ha)	29	-5
Production (Million Kg)	137	+22
Average Yield (T/Ha)	3.1	+0.5

Objectives

1
Bring production closer to its **potential** by using BS

2
Improve **profit** of African farmers and their living

3
Reduce the need for **NPK*** and **CPP**

*N (Nitrogen), P (Phosphorus), K (Potassium)

The 3 'CO' Casf Crops Example



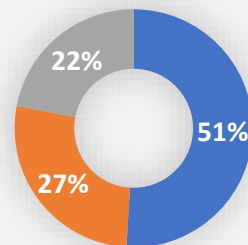
COCOA



COTTON



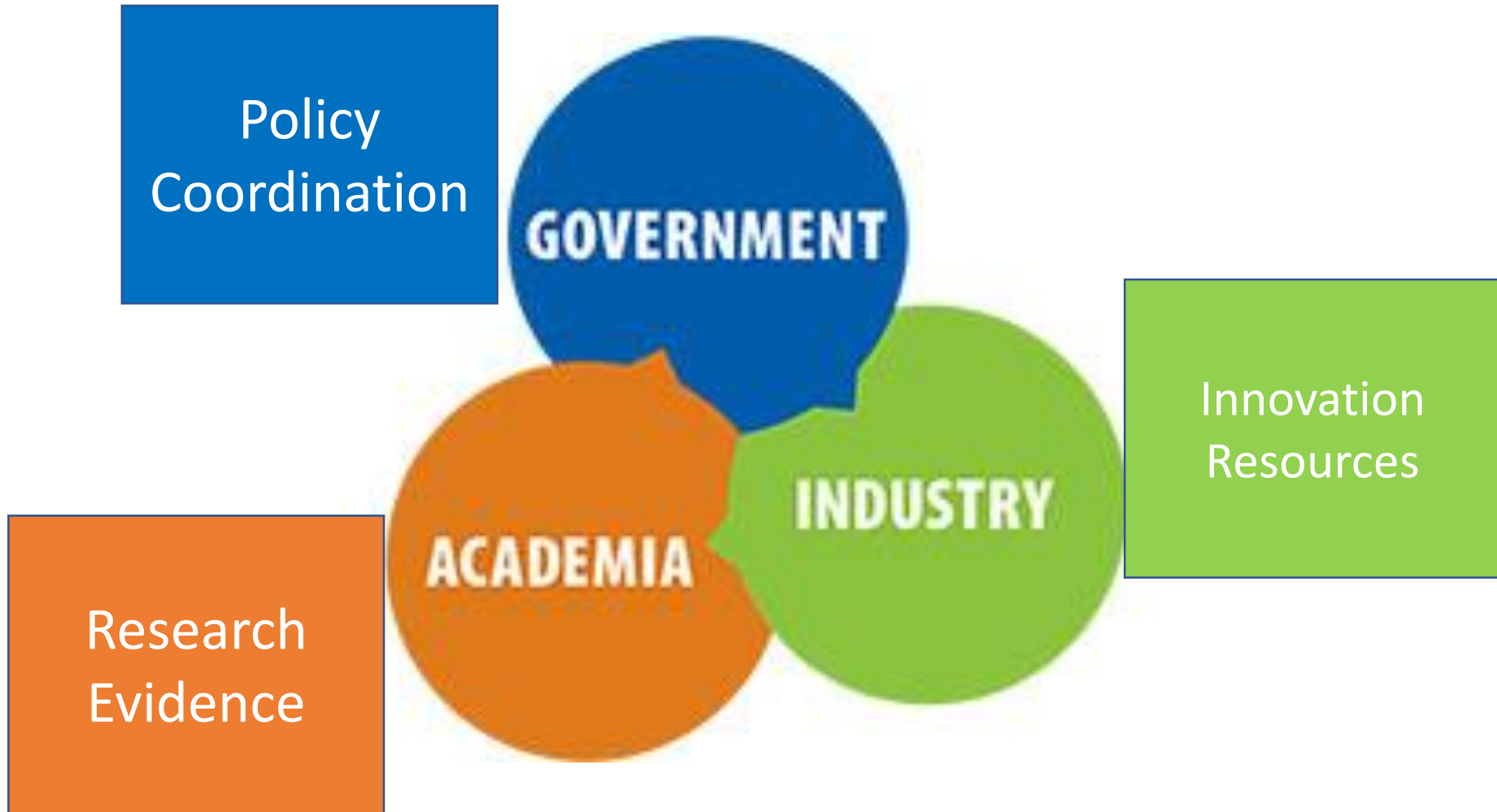
COFFEE



Crop	Hectares (Million Ha)	Production (Million Kg)	Yield (T/Ha)	Potential with BS (T/Ha)	Biostimulants L/Ha	Potential BS Sales (M€)
Cocoa	7,4	3,6	0,1	0,15	2	65
Cotton	3,9	4,2	0,4	0,5	3	55
Coffee	3,2	1,4	0,2	0,3	2	30

Role of private sector in food systems

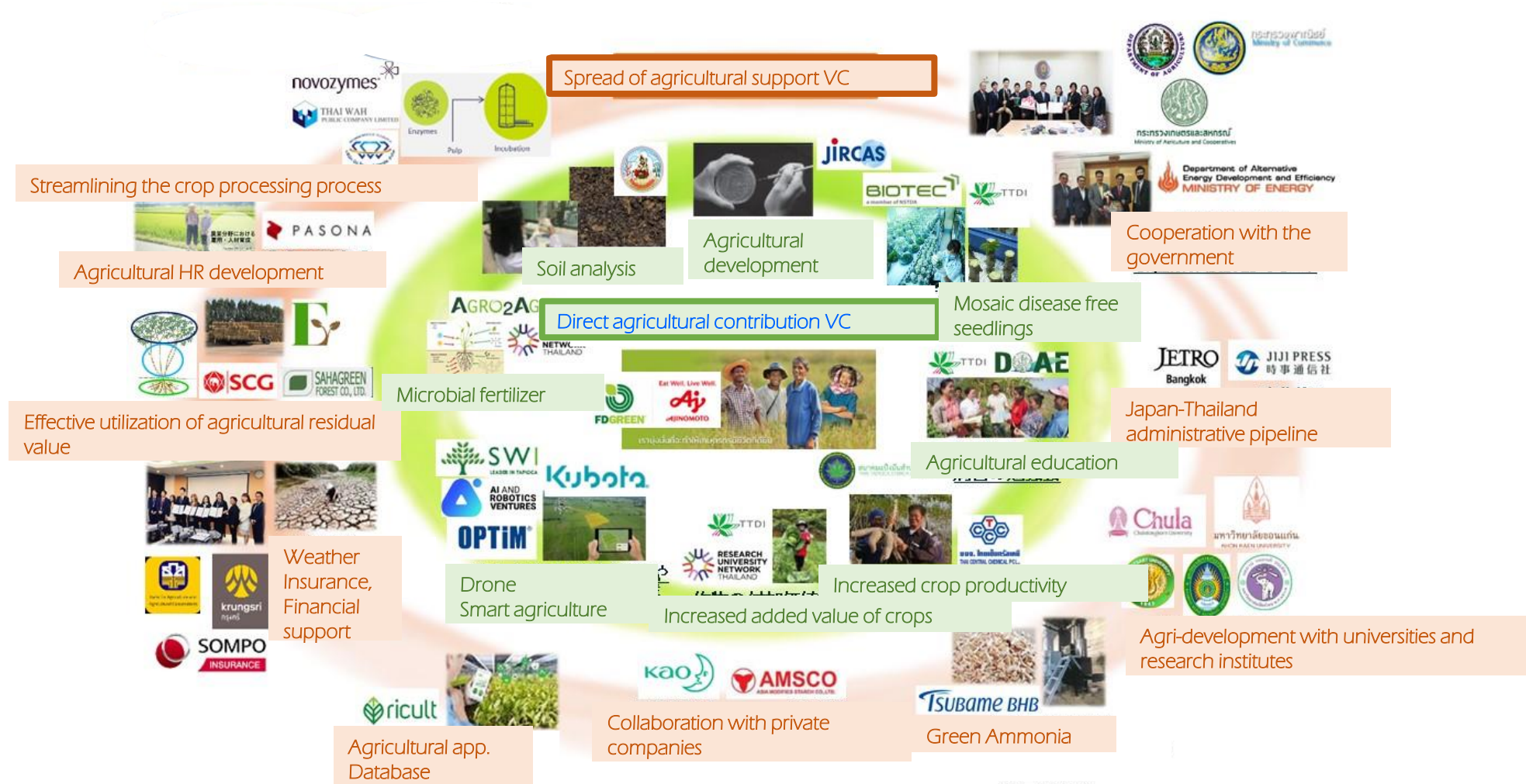
Industry-academia-government collaboration



Example from Asia

Initiatives for regenerative agriculture in Thailand

Build an ecosystem with about 40 partners who connect with "aspirations" centered on fermentation and microbial technology



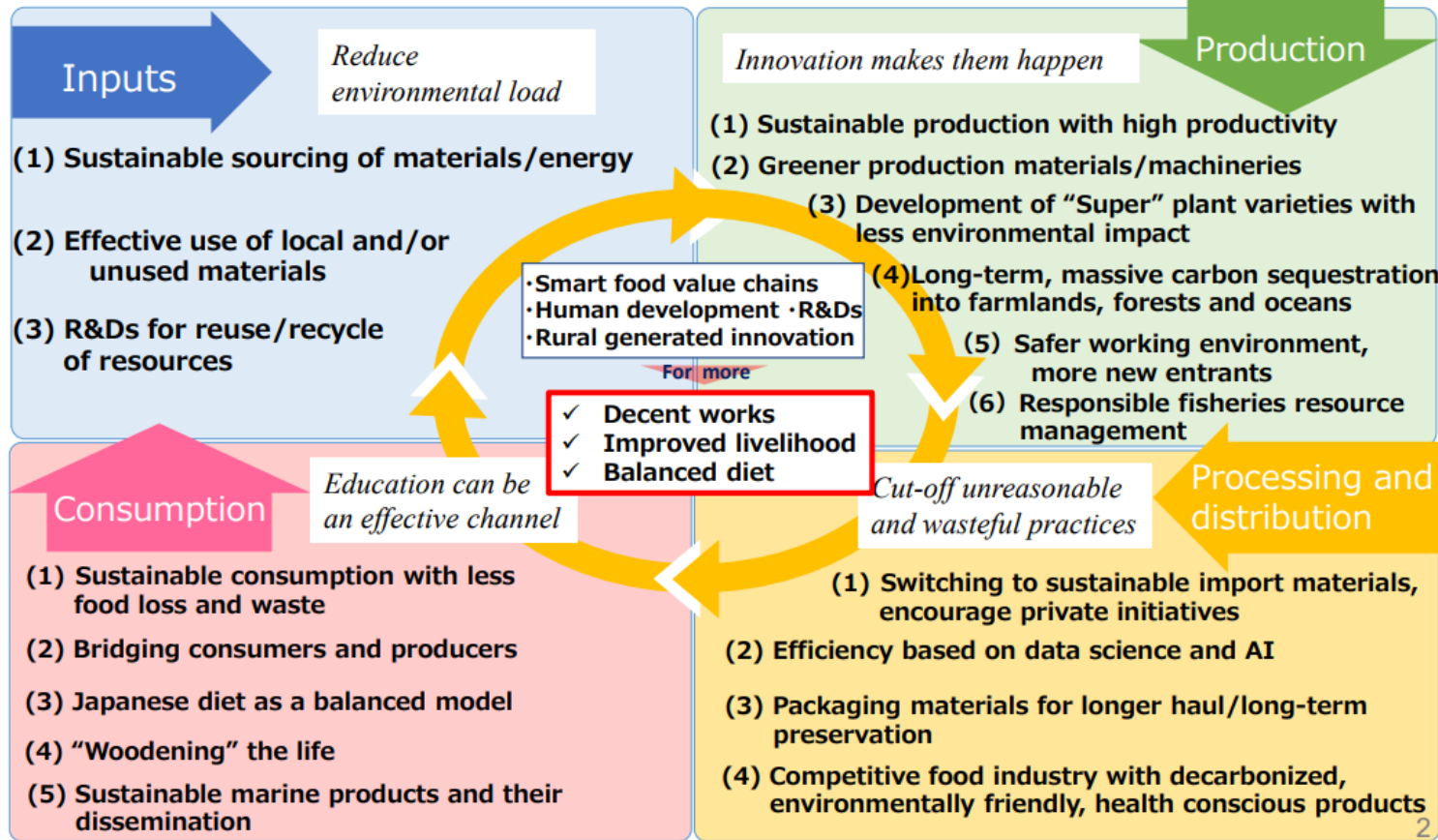
Our contribution to sustainable agriculture

Example from Asia

Collaboration with MAFF

MeaDRI's Conceptual Approach

Following viewpoints are required to transform our food systems. Awareness, efforts and behavioral changes of stakeholders as well as promising technologies are the keys to success.



Measures for achievement of Decarbonization and Resilience with Innovation (MeaDRI),

The "Green Food System Strategy" formulated by the Ministry of Agriculture, Forestry and Fisheries (MAFF) aims to realize an agriculture, forestry, and fisheries industry that is resilient to disasters and global warming in order to ensure a stable supply of food in the future.

Eat Well, Live Well.



Thank you