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

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Introduction of the Ajinomoto Group

Dr. Kikunae Ikeda discovered umami in 1908

Glutamic acid extracted from kelp by Dr. Ikeda

Saburosuke Suzuki II founded Ajinomoto in 1909

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

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.

Ajinomoto Group Creating Shared Value (ASV)

Eat Well, Live Well.

Help resolve social issues and create value through our business

The Ajinomoto Group by Number

Industries We Serve

Wellness Nutrition
Sports Nutrition
Food & Beverage
Foodservice
Medical Foods

Biotechnology
Personal Care
Beauty
Pharmaceutical

Seasoning & Foods
Frozen Foods
Others
Healthcare and others

FY21 Sales ¥ 1149.3 billion

Eat Well, Live Well.

Help resolve social issues and create value through our business

Ajinomoto Group Creating Shared Value (ASV)
Unlocking the power of amino acids to resolve the food and health issues.
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.
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

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

Presence in 10 African countries

Product Portfolio
BIOSTIMULANT & PLANT NUTRITION
- Foliar spray
- Soil application
- Extensive crop
- Micronutrients
- Specialties

Multiple products
Registration support
Technical Advice
Natural innovation
Our Providing Values to Agri Market

Land Saving Africa

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

25% of all the arable land in Gambia

Foods & Jobs in Ghana

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

Kafunjo Project in Uganda

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 BIOSTIMUANTS (Sales) to give to Kafunjo
Our Providing Values to Agri Market

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’ Crops Example

<table>
<thead>
<tr>
<th>Crop</th>
<th>Hectares (Million Ha)</th>
<th>Production (Million Kg)</th>
<th>Yield (T/Ha)</th>
<th>Potential with BS (T/Ha)</th>
<th>Biostimulants L/Ha</th>
<th>Potential BS Sales (M€)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cocoa</td>
<td>7.4</td>
<td>3.6</td>
<td>0.1</td>
<td>0.15</td>
<td>2</td>
<td>65</td>
</tr>
<tr>
<td>Cotton</td>
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<td>4.2</td>
<td>0.4</td>
<td>0.5</td>
<td>3</td>
<td>55</td>
</tr>
<tr>
<td>Coffee</td>
<td>3.2</td>
<td>1.4</td>
<td>0.2</td>
<td>0.3</td>
<td>2</td>
<td>30</td>
</tr>
</tbody>
</table>
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.
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.

- **Inputs**
  - Reduce environmental load
  - (1) Sustainable sourcing of materials/energy
  - (2) Effective use of local and/or unused materials
  - (3) R&Ds for reuse/recycle of resources

- **Consumption**
  - Education can be an effective channel
  - (1) Sustainable consumption with less food loss and waste
  - (2) Bridging consumers and producers
  - (3) Japanese diet as a balanced model
  - (4) “Woodening” the life
  - (5) Sustainable marine products and their dissemination

- **Production**
  - Innovation makes them happen
  - (1) Sustainable production with high productivity
  - (2) Greener production materials/machineries
  - (3) Development of “Super” plant varieties with less environmental impact
  - (4) Long-term, massive carbon sequestration into farmlands, forests and oceans
  - (5) Safer working environment, more new entrants
  - (6) Responsible fisheries resource management

- **Processing and distribution**
  - Cut-off unreasonable and wasteful practices
  - (1) Switching to sustainable import materials, encourage private initiatives
  - (2) Efficiency based on data science and AI
  - (3) Packaging materials for longer haul/long-term preservation
  - (4) Competitive food industry with decarbonized, environmentally friendly, health conscious products

**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.
Thank you