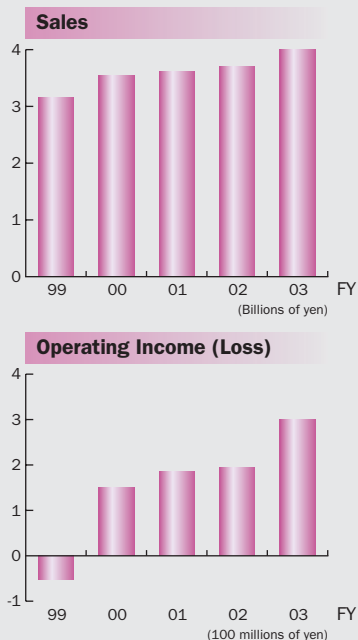


# LIFE-SCIENCE INSTRUMENTS



## Overview

The Life-Science Instruments Sector's primary focus is on applications of centrifugal force—using high-speed rotation to generate centrifugal forces that can effectively and quickly isolate minute quantities of various substances. The sector's mainstay line of centrifuges encompasses a broad spectrum of products, ranging from the world's fastest ultracentrifuges to low-speed, compact centrifuges. These products have stimulated considerable demand both in Japan and overseas.

Hitachi Koki's centrifuges are principally used in biotechnology applications. Besides being used for academic research in such fields as medicine, biology, agriculture and physics, these centrifuges are used by pharmaceutical companies to isolate, concentrate and refine diverse organic materials. Recently, they have demonstrated their ability in research related to gene functions and protein structure analysis as well as in the research and production of vaccines.

## A Review of Fiscal 2003

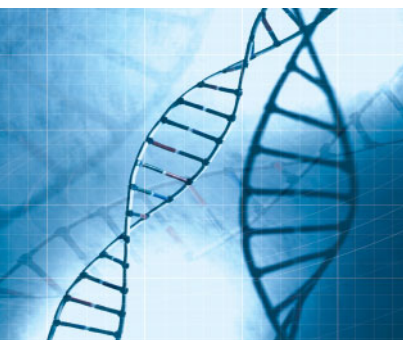
Orders in Japan were depressed by the trend of converting university and national research institutes into independently administered corporations that have generally sought to reduce their spending. This caused harsh market conditions to persist. However, domestic sales of ultracentrifuges recovered during the latter half of the year. Overseas, sales of refrigerated centrifuges used at blood centers and ultracentrifuges used in vaccine manufacturing were strong. Thus, sales in the Life-Science Instruments Sector were up 8%, to ¥3,998 million, and the sector's operating income grew 54%, to ¥301 million.

## Future Issues

The sector is seeking to expand its lineup of such products as compact floor-top centrifuges, high-speed refrigerated centrifuges and centrifuges for vaccine production as well as to proactively step up its marketing programs. It is striving to increase overseas sales and market shares by strengthening its alliances with U.S.-based Kendro Laboratory Products and China-based TECHCOMP LIMITED, and it is also emphasizing measures to intensify marketing activities related to laboratory automation equipment.

## Noteworthy Product Introductions

- **Ultracentrifuge for Continuous-Production Use (CC40S)**—The CC40S is designed to perform various medical separation and refining work, such as that associated with vaccines and diagnostic reagents. While retaining the strong performance characteristics of previous models, this new model features reagent rotors with half the volume (1.6 liters), making it well suited for applications related to pharmaceuticals R&D work as well as small-lot pharmaceuticals manufacturing operations.



CC40S