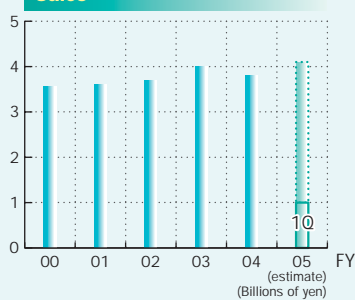
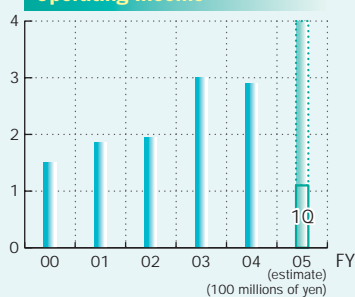


Sales



Operating Income



The Life-Science Instruments Sector's core concept is "centrifugal force," which is generated through rotation that rapidly isolates minute substances. Our mainstay line of centrifuges, which ranges from the world's fastest ultracentrifuge to low-speed compact centrifuges, is very popular both in Japan and abroad. Hitachi Koki's centrifuges are used by universities and research laboratories in the fields of medicine, biology, agriculture, the physical sciences, and the pharmaceutical industry to isolate, enrich, and purify biological specimens needed in the biotechnology market. In particular, our products have demonstrated their utility in the analysis and research of genome and protein structures and in the research and production of vaccine.

Fiscal 2004 Review

Regarding the Life-Science Instruments Sector, sluggish overseas sales as well as other challenges led to difficult market conditions, causing segment sales to fall.

Consequently, sales in the Life-Science Instruments Sector declined 5% from the previous fiscal year, to ¥3,792 million, and operating income edged down 4% from the previous fiscal year, to ¥290 million.

However, in the first quarter of fiscal 2005, performance outstripped that in the same period of the previous fiscal year, with sales in this sector rising 9%, to ¥1,001 million, and operating income soaring 105%, to ¥113 million.

Future Challenges

In Japan, our goal is to boost segment sales by expanding sales of new models of ultracentrifuges, thereby quickly achieving market penetration. In addition, we are pursuing proactive marketing strategies, such as promoting new models to customers and encouraging customers to replace old models with new ones. In the United States and Europe, we are striving to further increase sales by actively introducing new OEM ultracentrifuges and high-speed refrigerated centrifuges to strengthen alliances with U.S.-based Thermo Electron Corporation. In China, we are introducing new ultracentrifuge models by continuously promoting our alliance with Techcomp Limited and promoting sales growth.

Featured Products

- **Preparation Ultracentrifuge (CP100WX)**—This ultracentrifuge is used in biotechnology, medical, and a pharmaceutical research. It adopts a new easier-to-use touch-panel control system and a color liquid crystal display (LCD). Moreover, its novel design, which features an attractive metallic exterior, has won praise from a broad range of customers both in Japan and overseas.



CP100WX