

Life & Energy Related Business and Others

Life & Energy Related Products and Others

Sales for the life & energy related business totaled ¥42.6 billion (US\$320 million), up 0.5 percent, while sales from others slid 2.9 percent to ¥23 billion (US\$173 million).

In the energy related products, Aisin Seiki has been selling its gas engine driven heat-pump air conditioners (GHP) since 1987. In fiscal year 2002, sales were boosted by the introduction of a 56kW GHP. The sales increase also reflects the benefits of the cooperative agreement Aisin Seiki entered into in October 2001 with Hitachi Air Conditioning Systems Co., Ltd. for supply, sales, and service of GHPs.

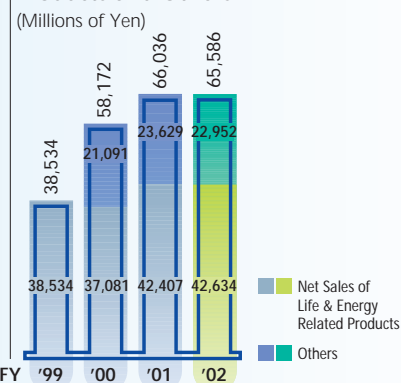


Gas Engine Driven Heat-pump Air Conditioner (56kw)

In February 2002, Aisin Seiki introduced a 6.0 kW gas engine driven cogeneration system for commercial use, and the smallest amount of output is available from Japanese gas engines that are specifically made for cogeneration systems, which was developed with our extensive experience and GHP technologies. This cogeneration system generates power from its gas engine, and collects the waste heat from the engine for use and to supply hot water. Aisin Seiki expects to increase sales of environmentally friendly products. In addition, we have been developing a residential PEFC cogeneration system in anticipation of future market trends for the next-generation gas engine driven cogeneration systems, as environmentally friendly energy products.

In products that improve the quality of life, Aisin Seiki launched a "minus ion bed," with a minus ion generator in the headboard, a world-first in this industry. Minus ions are known to reduce fatigue and enhance relaxation, and this bed

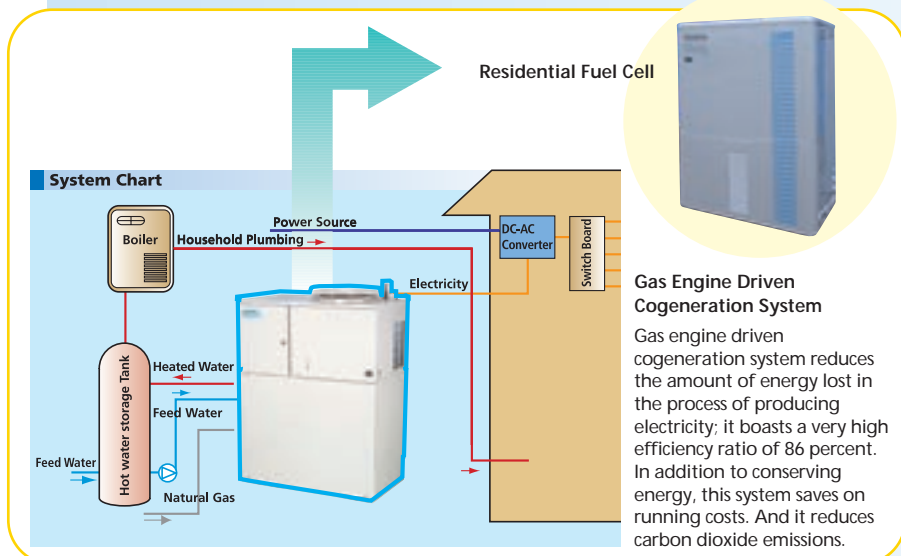
Net Sales of Life & Energy Related Products and Others



In fiscal year 2000, sales of others were included in consolidated net sales due to the expansion of consolidated accounts.

has been designed to provide comfortable, restorative sleep.

In addition, Aisin Seiki places emphasis on developing nursing care products. This focus represents the concept of our business for improving the quality of life under the theme of "total support for the independence of users and for nursing staff." The technologies for making automobiles and beds are adopted in nursing care products. In October 2001, Aisin Seiki introduced a new compact electric lifter and reclining chair, followed by a lightweight electric wheelchair and home nursing care bed, which were released before 2001. They are tailored for the rental market of home-based elderly and disabled people, as well as for nursing homes and institutions.



Note: The exchange rate at March 31, 2002 of ¥133.25 = US\$1 has been used in the translation.